TRADE AND INDUSTRY

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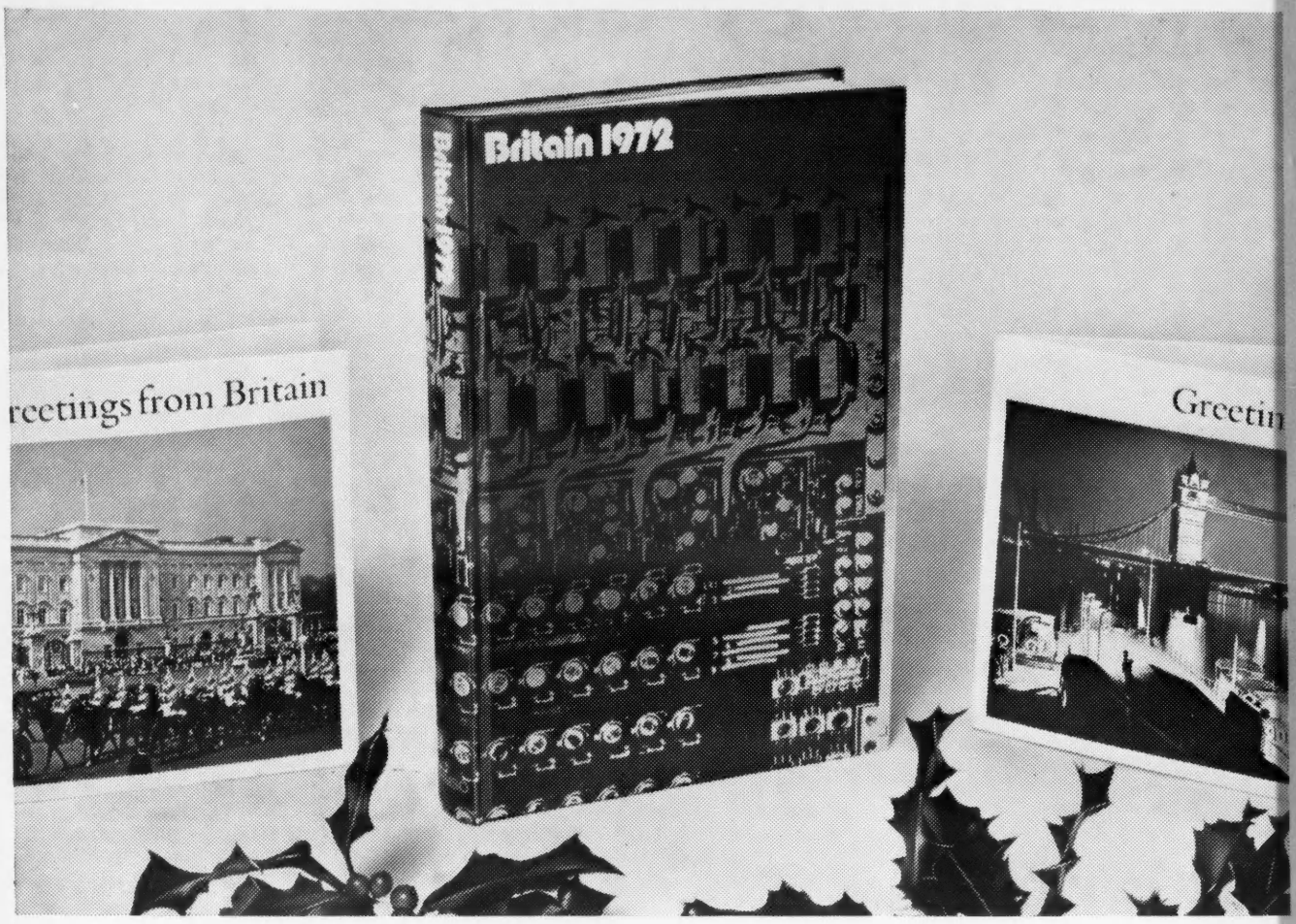
Romanian goods for import into the UK

Activity in the chemicals industry—a quarterly review

British consumer goods drive in Japan

New Technology reviews hydrostatic extrusion and forming of metal



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Selling to public authorities in the United States

By David B. Esterson, Commercial Officer, British Embassy, Washington

BRITISH businessmen often ask about the opportunities to secure business with public authorities in the United States. They are sometimes doubtful whether the effort and investment required in order to overcome the many difficulties involved in securing government business would be justified by results. We have to agree that there are special problems in selling to a federal, state or local authority in the United States which are not part of doing business with commercial or government customers in Britain or Western Europe, and the measures introduced by the United States administration on August 15 as part of the new economic policy have added to these problems. But we believe that sizeable and profitable business can be secured, and that the scope and volume of public procurement in this country warrants a hard look by a substantial number of UK firms. And, because it is to be hoped that the temporary import surcharge and other discouraging factors will not be permanent, we have set down some thoughts which should be helpful and lead British businessmen to go after this type of business.

This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. The next article in this series will deal with the market in the Chicago area.

Eighty thousand governmental units

The last census of governments in 1967 revealed that there were then over 80,000 governmental units in the United States. Over a quarter of these were school districts, another quarter were 'special districts' (responsible for particular functions such as water supply, sewerage, flood control, soil conservation, fire protection and urban renewal) and the remainder included the federal government, the 50 state governments, over 3,000 county governments and over 35,000 municipalities and townships. The July 1971 national income and product accounts show that 1970 federal expenditure on non-defence goods and services (excluding costs attributable to structures and compensation of employees) was over £3,500 million. In the same year state and local governments spent (excluding costs of structure and employees) nearly £4,000 million on goods and services for education and about £7,500 million on goods and services for all other functions. Thus the total national civil expenditure on equipment, supplies and services was more than £15,000. While many of the procurement programmes which make up this figure offer little or no prospects for overseas suppliers to compete with the Americans, there remain valuable and worthwhile areas of business for British firms. Even a small part of a market this size is very substantial business. We have not included military procurement expenditures in the above figures. This is because it is primarily the job of the Defence Supply Counsellor at this Embassy rather than the Commercial Department to assist British firms to obtain US defence business, either directly with the US Department of Defence or as sub-contractors to the US Defence Industry. It is usually preferable for British

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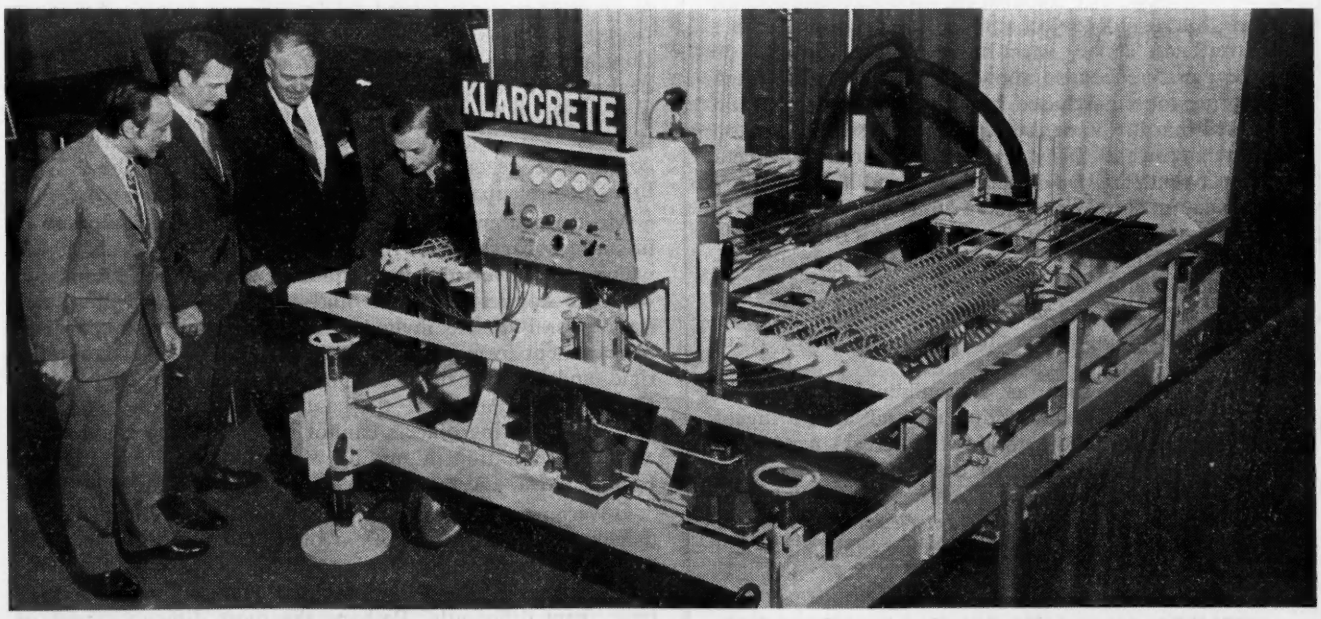

Klarcrete Ltd., Redhill, Surrey, recently exhibited their concrete cutter at the American Public Works Congress and Equipment Show at the Philadelphia Civic Centre. From left to right are Mr. J. C. Sloman, Consul Commercial, Philadelphia; Mr. L. Gary Byrd, Falls Church, Virginia (Klarcrete's US consultant); Mr. Paul A. Wiatrak, Director of Operations, City of Seattle, Washington; Mr. Ronald A. Clarke, managing director of Klarcrete Ltd.

firms to get in touch first with the Ministry of Defence (Procurement Executive) Sales 3A, Stuart House, Soho Square, London, W1, which provides a special service to firms interested in the US market for defence equipment.

A large percentage of state and local government business is handled through regular local suppliers who are able to give virtually immediate off-the-shelf deliveries. But many British firms, whose products are given very widespread national distribution in this country either for consumer or commercial industrial customers, are able to compete for these contracts.

The largest single civilian government customer is the General Services Administration, whose annual volume of procurement is running at about £600 million (more than half for defence). This includes keeping a stock of some 40,000 common use items in 26 facilities around this country. The GSA's Federal Supply Service establishes the purchasing policy of federal government departments and acts as a purchasing agent for common items required by the Department of Defence and the civilian agencies. But to compete successfully for many of the GSA contracts, a firm must have a very experienced commercial representative on the spot backed up with adequate nationwide distribution arrangements.

In addition, practically every civilian agency and department of the US government does its own buying of so-called non-common items and each has its own supplies or procurement operation. For everyday bulk quantity items the same rule is likely to apply—if a British firm is not already selling commercially in the United States it will be harder for it to sell to a government customer. Where the requirement is for a more sophisticated item, such as special machinery, electronic equipment or highly accurate instruments, the prospects are a little brighter, but it is essential for the government to be satisfied that a product or service will efficiently and economically accomplish the job for which it is required. Thus, if you are going to undertake an effective sales effort aimed at a government market, you must be sure that you direct your sales promotion activities towards the actual users of the product or service. You must use the same methods as your American competitors. Considerably more is required than the occasional distribution of brochures by post. Regular visits to the officials concerned should be made either by your own company staff or better still by a US representative with experience in the complex requirements of the US government procurement regulations.

These regulations are very exacting, to say the least, even for domestic suppliers. They must generally be obeyed to the letter and deviation from set procedures will usually invalidate a bid. The federal procurement procedures not unnaturally are almost entirely geared to doing business with American manufacturers, suppliers, consultants and research organisations and contracting officers are for the most part not used to dealing with foreign firms. Of course there are policies that make life difficult for foreign suppliers (see below) but, policies apart, the procedures are administered fairly to all comers and, generally, procurement officials try to be as helpful as possible in assisting overseas bidders.

Most procurement is by competitive bidding in response to invitations for bids (IFB) or requests for proposals (RFP) which provide very detailed requirements including compliance with the applicable federal and technical specifications and standards. Bids are invited and submitted on standardised procurement forms: bidding times (generally very short), are rigid and rarely extended. Quotations are expected in US Dollars (Duty Paid) CIF designated delivery point at destination. (Contracting officers cannot be expected to evaluate an ex-works quotation in sterling which indicates 'Packing and Freight Extra' and takes no account of customs duty.)

Government inspection is carried out before acceptance of delivery and payment of invoice. Domestic bidders are generally experienced in coping with all of these requirements and overseas bidders cannot expect contracting officers to treat them differently. Perhaps the most difficult aspect of selling to the US government for a manufacturer outside the USA is the Buy American Act of 1933 which gives US goods a preference as explained on the left.

Buy American Act

In selling to the US Government, a manufacturer outside the USA must take account of US *Buy American* legislation. The *Buy American Act*, 1933 requires that in general only goods produced in the USA shall be acquired by Federal bodies for public use. For a product to be classed as of US origin, over 50 per cent of the cost of components must be produced in the USA. An American firm which has a prime contract with a Federal Agency may still therefore obtain a proportion of its materials from non-US sub-contractors. Moreover, foreign goods may be purchased by Federal Agencies if the cost of domestic goods is *unreasonable*, when US supplies are not available or if it would not be in the public interest to buy US goods. Although the *Buy American Act* applies only to purchases for use in the USA, in practice similar requirements have been applied to purchases for use overseas.

The Act did not define *unreasonable cost* but in 1954 an Executive Order (E.O.10582) issued by President Eisenhower stated that the cost of US goods would be considered *unreasonable* when more than 6 per cent above the foreign price, or 12 per cent if the US bidder was in a US unemployment area or classed as a small business concern. These domestic preferences would be calculated on the foreign price inclusive of duty. In recent years, however, the level of preferences has increased in most cases.

The current situation is that purchases by both Defence and Civil Agencies for use abroad are subject to a domestic preference of 50 per cent. Purchases by Defence Agencies for use in the USA are also subject to a 50 per cent preference but purchases by Civil Agencies for use in the USA are still subject only to the 6 per cent or 12 per cent outlined above, with the exception that the 50 per cent preference also applies at present to hand and measuring tools purchased by Civil Agencies. It should be noted that the 50 per cent preference is calculated on the foreign price *exclusive* of duty; and that the 6 per cent or 12 per cent *inclusive* of duty is retained if this method of calculation should produce a larger preference.

Special arrangements apply to purchases from Canada by Defence Department Agencies and such purchases are not normally subject to the differentials outlined above. To be classed as *Canadian*, over 50 per cent of the cost of a product's components must have been produced in Canada.

In some fields such as shipbuilding and defence clothing purchases, there is individual and more stringent *Buy American* legislation, notably the Berry Amendment. The *Buy American* legislation described above applies only to Federal Government purchases but many individual States have their own *Buy American* restrictions of varying severity affecting purchases by State and local government bodies.

Further information can be obtained from the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET.

These difficulties will doubtless deter many British firms who might otherwise be potential suppliers to the federal government. For it goes without saying that superior technology, better quality, lower prices, etc. are not enough. There has to be a strong determination on the part of any British firm to follow through tirelessly, to complete all the forms exactly as required, to meet all the specifications and bid requirements, to attend any pre-bid conference or pre-award negotiation sessions: in short to behave just like any successful US supplier to the federal government. But having said this, we consider the effort to be worthwhile, because there is profitable business to be won. One way for a British firm to make life easier for itself (especially over bidding procedures and Buy American restrictions), would be to establish arrangements for sub-contracting or joint bidding with an American firm. But US manufacturers are not going to seek out British partners, so it is necessary for you to make known your interest in co-operating on particular types of manufacturing or research for government buyers.

Rewards in the R & D field

A particularly rewarding field of federal procurement which may offer some prospects to UK firms is in research and development work. Substantial projects are being funded by many US departments and those officials responsible seem genuinely interested in securing the most advanced technical proposal irrespective of source. However the technicalities involved in submitting proposals and the need for familiarity with uniquely American aspects of the work lead us again to suggest subcontracting or joint bidding with an American firm. Such an association not only offers the benefit of working with an organisation with which the government department is familiar but is particularly useful in handling negotiations and any work which is to be carried out in the US. Numerous agencies are prepared to consider unsolicited proposals from interested firms and organisations setting out substantive new ideas which they have originated or developed and which offer significant promise of application to problems within the agencies' areas of responsibility. There must be many instances where UK engineers, scientists and consultants have already done a considerable amount of work on problems which are now about to be the subject of federally funded research. Large sums are being spent, for instance, on environmental research, advanced transportation, materials technology, coal mine health and safety and new construction techniques.

Through the computerised Export Intelligence Service of the DTI we notify UK firms of calls for tenders and other opportunities of doing business with public authorities in the US. But you will easily understand that, with the volume of procurement being solicited every day, we have to be selective and report only where we see good prospects for UK suppliers. (We also notify the US representatives of UK firms.) We need to know what areas of activity are of particular interest to UK firms so that we can be sure we are working along the right lines.

The 'Bidders Mailing List'

There are procedures by which firms or their representatives can get on the 'Bidders Mailing List' for particular goods or services required by the various agencies. We can help here, and in numerous other ways. We can arrange for UK business ment to visit US government departments in the Washington area for discussions with both the contracting officers and the officials who are responsible for technical sides of the procurement or research work. You will generally find an 'open door' policy in American government offices and visitors with something worthwhile to say are welcomed.

Head Wrightson Iron Foundries Ltd. recently held a one-day symposium at the British Embassy, Washington DC, at which they explained to Washington 'Metro' engineers, consultants and contractors, the technology and advantages of using cast iron segments for the lining of tunnels. Seen here are (left to right): Mr. Benedict Meynell, Commercial Counsellor; Mr. Alan Reed, director and general manager, Head Wrightson Iron Foundries; Lord Pentland, president, American British Electric Corp., New York (Head Wrightson's US representatives).

We can in suitable cases arrange for your products to be displayed at the Embassy or for a team from your company to give a presentation about your new technology to government officials and scientists, who are always interested enough to come in surprisingly large numbers. Similarly, the Consular posts throughout the US can put you in touch with the right officials at US government facilities located in their areas.

Your first step, if you believe that you have a unique product or service to offer to a US government agency, is to write or telephone either the nearest Regional Office or Field Force Branch of the Export Services Division of the Department of Trade and Industry. A personal visit to the US agency will almost certainly be required if initial interest is expressed in what you have to offer, since there will often be much to discuss beyond what you have been able to indicate to the DTI.

It is impossible in an article as long as this, to do more than touch briefly on some of the areas which may offer opportunities for British firms, and on some of the complexities and problems of doing business in the public sector. There are numerous US government publications (designed for the information of US firms) which explain the various procedures, list the procurement offices and advise on how to go after government business. Most of these are free, though some

(*continued on next page*)

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SELLING TO US PUBLIC AUTHORITIES
continued

involve subscriptions or payment. We can arrange for you to receive copies once it is determined that the product or service which you are offering is likely to arouse interest and we can also offer advice on procurement procedures. We know that British firms have been selling a wide range of products and services to government authorities; from military aircraft to office machinery, from communications equipment to urban transportation research and from exhibit display material to hand tools. But these constitute a small portion of the total government market which we feel has been largely neglected up to now by British exporters.

If we have not convinced you that business with public authorities in the US is worth a close look, I hope you will let me call on you in the late spring, when I expect to be in London for a few weeks to discuss this largely neglected area of the US market with a number of trade associations, with colleagues at the Department of Trade and Industry and with representatives of interested British firms and organisations.

Export opportunities—USA

Typical examples of selling opportunities to US public authorities recently sent subscribers to DTI's computerised Export Intelligence Service:

★ US Federal Aviation Administration has issued an invitation for bids for the supply of 380 maintenance VHF transceivers, parts and instruction books.

★ US National Highway Traffic Safety Administration has issued an invitation for bids to conduct a feasibility study to determine whether a variable toe trailer is a practical means for accurate tyre tread-wear test and to develop the procedure for such a test.

★ US Federal Aviation Administration has issued a 'call for tender' for a self-propelled diesel-powered runway sweeper (broom and airblast type).

★ US National Oceanic and Atmospheric Administration has issued an invitation for bids for 10 fully self-contained current meters for photographic recording of water current speeds.

★ US Department of Transportation will shortly be issuing an invitation for bids to conduct a survey of urban tracked air-cushion vehicle applications, leading to the evaluation and selection of appropriate sites.

★ US Federal Aviation Administration are negotiating with the University of Tennessee to conduct a study of feasibility methods for reducing the noise levels of turbofan and turbojet aircraft. British firms may be interested in subcontracting in the proposed study.

★ US Department of Commerce has issued a request for proposals from firms interested in the design, fabrication and test of the earth radiation subsystem to be flown aboard Nimbus-F meteorological satellite due to be launched in June, 1974.

Further details of these notices can be obtained from the Department of Trade and Industry, Export Intelligence Service, 50 Ludgate Hill, London, EC4M 7HU. (Tel: 01-248 5757, Ext. 404).

Enlarged EEC will assist Canadian trade

—Mr. Michael Noble

THE implications of Britain's entry to the EEC for Anglo-Canadian trade were discussed by Mr. Michael Noble, Minister for Trade, when he addressed the British Canadian Trade Association in London on November 17.

'One of the implications for Anglo-Canadian trade,' Mr. Noble said, 'is that having a stronger economic base will increase our export power—and export means here selling outside a European home market. One distinction between us and the other members of the Community is that we conduct much more of our trade outside Europe than they. Although we will expect and want our intra-Community trade to expand very substantially, we shall continue to have massive trade and investment interests outside.

'Canada will in fact be our fourth largest export market, after the US, Australia and South Africa. So far as Canadian customers are concerned they will find us combining our old experience and knowledge of their demands with our new industrial strength. We must expect that we will lose our tariff preferences in Canada. We can reasonably hope for two things. First, that Canada may take the opportunity to reduce some of her tariffs which tend to be on the high side in the modern world; and that the phasing out of preference will be orderly and smooth so that there is the minimum disruption of trade and the longest available time-allowance for adjustments. At the end we shall be selling to Canada on level terms with other suppliers: just as we compete with them already in markets where we do not have and have never had tariff preferences.

'Another implication, for both countries, is that we share a common cause: what we have come to call a "mutuality of interest". It is continuing and continuous progress towards more freedom in world trade. There has already been evidence of Anglo-Canadian mutuality of interest in our successful negotiations to obtain changes in the Community's external tariff in respect of a dozen products in which we have a buying interest and Canada a selling interest.

'Finally there are two implications for Canada. One is that a Britain made stronger and more secure by membership of the enlarged Community is the best trading partner Canada can have. Our dynamic opens up new opportunities for Canadian exports, both traditional and in the fields of advanced technology. The second implication for Canada is in the opportunity to widen its export base; to pursue policies, to step up Canadian trade with the rest of Europe and to push into its growing markets. They are only lightly protected against imports and have already shown that they are perceptive to Canadian advances.

'At a time when there has been a recent and dramatic demonstration of the tendency for the United States to cut back on the foreign trade which is relatively unimportant in its overall economy, the Canadian exporter owes a great deal to the foresight of his trade ministry and its global marketing strategy. In this strategy the unified European market plays a vital part. All of us here have at heart the expansion of trade between Britain and Canada, on the principle of mutual advantage and national self-fulfilment.'

Winter jobs for Jarrow

THE English Industrial Estates Corporation announced today that work is about to start on a number of projects designed to relieve winter unemployment in the North East.

The first contract, worth about £60,000, has been awarded to Tarmac Construction Ltd., of Newcastle, who will be carrying out improvements to the Bede Industrial Estate at Jarrow. Work includes the provision of additional drainage to eliminate surcharging of existing sewers. Existing concrete roads are to be repaired and reinstated in asphalt; new concrete kerbs are being provided and all pavements reconstructed. In addition the present street lighting is to be replaced with steel columns and lantern units.

Mr. Barry G. Syrett, general manager of the Estates Corporation, commented, 'This is the first of 30 contracts which will be placed in the North East. The Department of Trade and Industry have authorised the expenditure of more than £360,000 to benefit the area's industrial estate infrastructure.'

A 'new ideas' invitation to Britain's 820,000 small firms

AN invitation to Britain's 820,000 small firms for new ideas, new suggestions and new ways of removing discrimination against small businesses was extended on November 19, by Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry when he spoke at a luncheon in London of the Smaller Businesses Association.

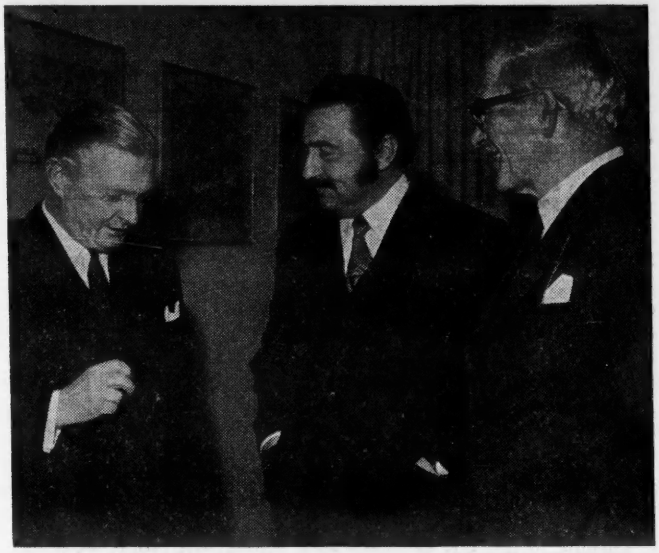
Mr. Ridley, who has responsibility in the Department of Trade and Industry for small firms, said: 'The policy of the Department on small firms has yet to evolve.

'We will abide by the central philosophy of the Bolton Report on Small Firms published earlier this month which is that small firms should not receive special privileges but that equally they should not be penalised or disadvantaged.

'The continuing task is to interpret that principle, both in relation to the existing and to the new, rules, laws and regulations. Small firms and their trade associations can help us enormously by letting us have their views, comments and suggestions.

'The first task of the Small Firms Division of DTI will be to go through the Bolton Committee recommendations and see what can be done towards implementing them. We have given ourselves a time scale of six months for our review of the recommendations.'

Mr. Ridley added: 'We should acknowledge our debt to Mr. Bernard Weatherill whose championing of small firms certainly contributed to the setting up of the Committee. I also congratulate Mr. John Bolton and his colleagues on their excellent Report.'



During a brief official visit to the UK last week, M. Marcel Mart, Luxembourg's Minister of National Economy, Transport and Energy, called at the Department of Trade and Industry. In this picture, M. Mart is seen (centre) with the Secretary of State for Trade and Industry, Mr. John Davies (left), and the Minister for Aerospace, Mr. Frederick Corfield.

Visits to UK by British overseas commercial representatives

THE following Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

CANADA: J. T. Morrison, Assistant Trade Commissioner in Toronto since September 1970.
Available: January/February.

NIGERIA: R. Butters, Secondary Secretary (Commercial) in Lagos since December 1970.
Available: January.

British firms and organisations, other than those in the areas covered by the Department of Trade and Industry offices for the Eastern Region and the London and South Eastern Region, who wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Department of Trade and Industry Regional Director (Exports) stating the nature of the problem and commodities involved. (The Department's Regional Offices together with the areas covered and the appropriate office for Northern Ireland were listed on page xlviii of the supplement to *Trade and Industry* of October 21, 1971.) These firms and organisations in the London-based Regions mentioned above (together with those in other Regions who would prefer, or who would be prepared if necessary, to meet the officer for an interview in London) should write to Tours Section, Department of Trade and Industry, Room G60, Export House, 50 Ludgate Hill, London EC4M 7HU.

Because visiting officers often have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade and Industry or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

'Economic Progress Report' for December

THE December issue of *Economic Progress Report* is now available. It carries articles on credit; financing local government; the monthly economic assessment and economic indications.

New Order makes Kennedy Round tariff reductions and imposes duties on imports of Commonwealth cotton textiles

A NEW Order made under the Import Duties Act 1958 was published on November 19. The Order, which comes into effect on January 1, 1972

i. implements on January 1, 1972, the fourth and last of a series of reductions in import duties undertaken by the UK in the Kennedy Round of international tariff negotiations; and
ii. imposes new duties, generally at the rate of 85 per cent of the full rates, on imports of cotton textiles (as defined in the Order) from countries in the Commonwealth Preference Area other than the Republic of Ireland.

The Order also makes some changes in the structure of the UK Customs Tariff, and in some of its descriptions.

Copies of the Order, The Import Duties (General) (No. 7) Order 1971, SI 1971 No. 1813, will be available from Her Majesty's Stationery Office, price £1.65.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed mergers involving the following companies:

1. Delta Metal Co. Ltd. and Midland Electrical Manufacturing Co. Ltd.
2. Cutler-Hammer Inc. (USA), Brookhirst Igranic Ltd. and The Donovan Electrical Co. Ltd.

Restriction on insurance company

THE Secretary of State for Trade and Industry, Mr. John Davies, has issued a direction under Section 68(1) of the Companies Act 1967 to Union Accident Insurance Co. Ltd., Kingraker House, Station Road, New Barnet, Herts that it shall cease taking on new insurance business as from November 18, 1971. This prohibition applies to renewal and variation of existing policies as well as to issue of new policies. It does not prevent the company discharging its liabilities under policies already in issue.

More firms will come to Scotland when UK joins the EEC, says Trade Minister

SCOTLAND leads the field as a base for exporting, declared Mr. Michael Noble, Minister for Trade, when he opened two factory extensions of an American-based company, at Glenrothes New Town on November 16.

'Many international companies like our hosts today had the good sense to locate investment in Scotland when we were outside the European Economic Community. The attractions will increase with membership and I am sure many more firms will come to Scotland after we join.'

Opening the thick film microcircuit facility at Beckman Instruments (Glenrothes), Mr. Noble said: 'A new manufacturing unit means forward planning and confidence in the future.'

Turning to the UK economy as a whole, Mr. Noble went on: 'Exports are most certainly among the several indicators pointing to a new period of strong economic expansion. In the past four months, July to October, UK exports averaged £776 million a month compared with £711 million a month in the first half of the year. The increase between these two periods was 9 per cent, of which approximately two-thirds represented an increase in volume and one-third an increase in prices.

'At annual rates the rise has been well over 20 per cent in value and nearly 15 per cent in volume. This rapid expansion marks a significant change from the two-year period ending in mid-1971, when there was no sign of increase in volume. The recent excellent figures may have owed something to temporary factors, but they certainly reflect great credit on industry.

Export price levels

'Moving to the international scene the volume of world trade in manufactures—after rising by 16 per cent in 1968 and 13 per cent in 1969—slowed down to a 9 per cent annual growth rate in the following 18 months. Provided the expected increase in US demand and some recovery of the European and Japanese economies materialise there should be a considerable acceleration in world trade in the next year or two. So, in terms of overseas demand, the market should be there. I'm confident you will make the best of it.

'There are difficulties. We must face up to them. One, largely in our own hands, is the level of export prices. Here the fact is that UK export prices have continued to increase at a rate much faster than those of our main competitors. Comparing the second quarters of 1970 and 1971, our main competitors' export unit values rose on average by 4 per cent while our own rose by 9 per cent.

'In the short run fast-rising export prices increase the value of our exports. But if the rise continues too long prospects for export orders and for growth in the volume of our overseas sales must be seriously endangered. Hence the CBI's initiative for holding down price increases and the recent signs of more moderate wage settlements are both heartily welcome. But our competitors by and large are making progress against inflation too. We have to make more progress than them.

Concern at US measures

'The long-developing crisis brought to a head by the United States measures of August 15 is a major problem. Here we must work for a realistic realignment of currency parities and for the removal of trade restrictions imposed by the United States.

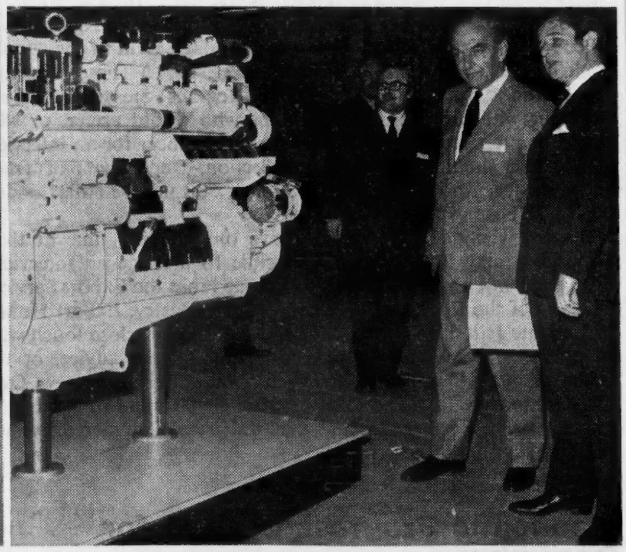
'We in Britain fully appreciate the magnitude of the economic problems facing the United States—where I saw the situation at first hand a month ago. We have a vested interest in a strong United States and we share the hopes that it will get back on the road to what President Nixon called "prosperity at peace".

'But we feel deep concern over parts of the New Economic Policy. The surcharge, the Job Development Credit Tax with its "Buy American" discrimination against our exports, the Domestic International Sales Corporation are at best disruptive to World Trade and at worst contrary to GATT rules.

'Beyond the immediate impact on our own exports we are apprehensive about the wider implications of these defensive measures. For two decades and more the United States has given the world leadership in the pursuit of liberal trade and foreign investment policies. To this leadership we owe the great American investment in Britain which—as in the case of Beckman's at Glenrothes—has led to many benefits for both countries. We must earnestly hope that the United States does not now intend to withdraw inward upon itself, and that it may yet reconsider measures which have caused such dismay among all the rest of the free world.

'Coming nearer home I should like to say something about the strong new impetus which will be given to international trade from April 1973. This is the date—three months after our accession to the European Communities—when tariffs between the Six and ourselves will start to come down. Of course we and the Six still have a good deal of work to do. But, considering the way mountains have moved during the past 16 months, I have no doubt that we shall keep to this timetable.

'When we formed EFTA back in 1959 we gained tariff-free access to a market which in population terms was appreciably smaller than



The Minister for Trade, Mr. Michael Noble, spent two days in Scotland last week, when he toured factories and met industrialists. At Shotts, Lanarkshire, he opened a 45,000 sq. ft. extension to the Cummins Engine Company's factory, and at Glenrothes New Town two extensions to the premises of Beckman Instruments Ltd. and Beckman-RIIC Ltd. In the left-hand picture Mr. Noble is seen (centre) at Beckman's new thick-film microcircuit facility with (right) Mr. J. R. McNally, managing director of Beckman Instruments, and Mr. C. J. Bridge, a director. In the right-hand picture Mr. Noble is seen in the Shotts Plant with its general manager, Mr. J. C. Macfarlane (right).

our domestic market. By joining the Community we shall be gaining a tariff-free market more than four times the size of our own. This is some indication of what the scale of new impetus to trade will be.

'In addition we shall get preferential access to all those countries which are now Community associates or have trading agreements with it. Over 100 million people in Africa are linked to the Community under the Yaounde and Arusha Conventions. And gaining preferential access to Greece, Turkey, Tunisia, Morocco, Israel and Spain—countries with a total population of just under 100 million—should also benefit British exporters.

'Of course membership of the Community will not just be a matter of winning tariff-free or preferential access to markets for ourselves. The Six will be better placed to compete here and in some of our major export markets as well. The increase in trade will necessarily be in both directions. I'm delighted so much of British industry is cheerfully accepting this challenge.

'So every firm needs to look closely at the implications of entry and to lose no time in taking the appropriate investment, production and marketing decisions. This applies not only to firms which now export, but to those which now look only to the domestic market also. Europe is going to become part of our home market, but one country will also become part of the home market to Europe. In short we must all learn to "Think European". The opportunities will have to be relentlessly pursued and the benefits will have to be worked for.

'Hard work though it will be, and unfamiliar as some of the terrain is, I am sure that Community membership will be greatly to the benefit of Scotland and Scottish industry.

'One reason for my confidence is the enterprise of the best Scottish firms, and the vigour they are already showing in selling in markets from Europe to the ends of the world. For a country currently mounting a trade drive in China the complexities of the Communities should have few terrors.

'Scottish exporting is now by no means solely a matter of whisky, woollens and heavy engineering. Here at Beckman's I do not need to emphasise the whole crop of new industries many of them with exciting growth possibilities in the enlarged Community.'

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments:

Mr. C. E. Chapman of Ashtead to be a member of the South Eastern Gas Consultative Council.

Councillor D. Donnelly of Glasgow; Councillor D. T. Hill, of Dunfermline; and Provost J. H. Stewart, of Stonehaven, to be members of the Scottish Gas Consultative Council.

Mr. K. Mindelsohn to be re-appointed as a part-time member of the Midlands Electricity Board and Mr. L. V. Pike, as chairman of the Midlands Electricity Consultative Council. The Consultative Council chairman serves as a part-time member of the Board by virtue of his appointment.

Mr. R. F. Stratton, to be re-appointed to the Southern Electricity Board. Lt. Col. G. W. F. Luttrell, to the South Western Electricity Board, and Mr. J. M. Bonfield, to the Eastern Electricity Board.

Mr. H. Walker, of Glen Parva, Leicester, to be a member of the East Midlands Electricity Consultative Council.

New deputy chairman for Metrication Board

THE Secretary of State for Trade and Industry has appointed Lord Orr-Ewing to be deputy chairman of the Metrication Board.

Public inquiry into proposed overhead electric lines in Lincolnshire

THE Secretary of State for Trade and Industry has authorised a public inquiry to be held into the application by the East Midlands Electricity Board for his consent to the placing of four spans of medium voltage overhead lines in the Parish of Ingoldmells.

The Secretary of State has authorised the appointment of Mr. J. G. Lindsay, a Senior Engineering Inspector of the Department of Trade and Industry to hold the inquiry on his behalf. Mr. H. L. Nicholson, a Planning Officer of the Department of the Environment will attend as an assessor on amenity aspects.

The inquiry will be held at the Parish Church Hall, Ingoldmells, Nr. Skegness and will open at 10.30 a.m. on Tuesday, December 7.

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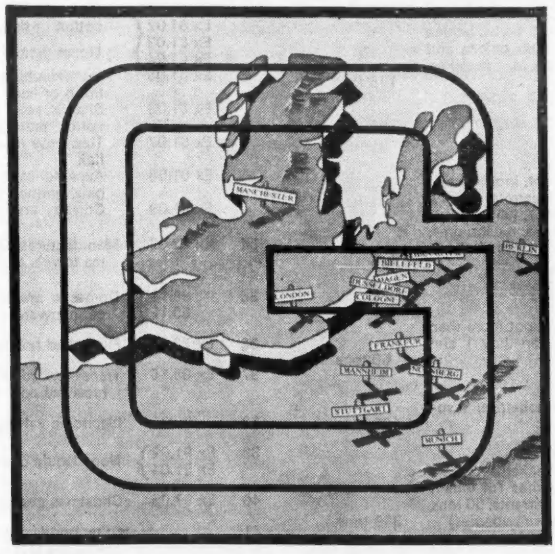

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Romanian goods for import into the UK October 1, 1971 to September 30, 1972

DISCUSSIONS between representatives of the United Kingdom and Romanian Governments about arrangements for United Kingdom trade with Romania during the quota year beginning October 1, 1971, the fourth year of the 1968-73 five-year Trade Arrangement, were concluded in Bucharest on November 15, 1971. Details of the new quotas for those Romanian goods subject to quantitative restrictions are given below. At present these goods form under 15 per cent of Romania's exports to the United Kingdom.

Britain's exports to Romania are currently running at an annual rate of £30 million; imports from Romania at £22 million. United Kingdom exports to Romania are likely to continue to be in the field of machinery and equipment.

Item No.	Tariff No.	Description	Value £'000 or quantity
1	Ex 02.01	Pigmeat, including edible pigmeat offals	p.m. (a)
2	02.02	Poultry	p.m. (b)
3	Ex 02.06	Bacon	1,410 tons (a) (e)
4	Ex 03.03	Crawfish tail, frozen or in brine	20
5	Ex 04.03	Butter	2,820 tons (e)
6	Ex 04.04	Cheese	125
7	Ex 07.01	Fresh vegetables being: asparagus, green beans, beetroot, broccoli and cauliflower, brussel sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endive, mushrooms, green peas, radishes, spinach and turnips	1,665 tons
8	Ex 07.01	Fresh tomatoes during the period April 1-October 31	1,425 tons (d)
9	Ex 07.01	Fresh dry-bulb onions and shallots during the period August 1-February 28	1,500 tons (d)
10	Ex 07.02	Vegetables preserved by freezing being: asparagus, green beans, beetroot, broccoli and cauliflower, brussel sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endive, mushrooms, dry-bulb onions and shallots, green peas, potatoes, radishes, rhubarb, spinach and turnips	125 tons
11	Ex 07.03 Ex 20.01	Onions pickled or in brine	80
12	Ex 07.04	Dried vegetables being: asparagus, green beans, beetroot, broccoli and cauliflower, brussel sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than in bulk), lettuce and endive, mushrooms, dry-bulb onions and shallots, radishes, rhubarb, spinach and turnips	660
13	Ex 07.04	Dried potatoes	25
14	Ex 08.06	Fresh apples and pears (of which not more than 15 tons to be imported between July 1 and December 31)	60 tons
15	Ex 08.07 Ex 08.08	Fresh fruit being: cherries, plums, currants, gooseberries, raspberries and strawberries	1,500 tons
16	Ex 08.10 Ex 20.03	Fruit preserved by freezing being: apples, cherries, currants, gooseberries, pears plums, raspberries and strawberries (of which not more than 50 tons for blackcurrants, 50 tons for raspberries and 50 tons for strawberries)	350 tons
17	Ex 08.11 Ex 20.05 Ex 20.06	Fruit pulp and puree of: apple, cherry, currant, gooseberry, pear, plum, raspberry and strawberry (of which not more than 165 tons for strawberry, 90 tons for raspberry and 100 tons for blackcurrant)	2,700 tons
18	Ex 08.12	Dried fruit being: apples, cherries, currants, gooseberries, pears, raspberries and strawberries	100
19	Ex 16.01	Pork sausages	25 (a)
20	Ex 16.02 Ex 02.06	Canned ham	650 (a)
21	Ex 16.02	Other canned pigmeat, including pork loin	365 (a)
22	Ex 16.02	Fully cooked prepared poultry	30 (c)
23	Ex 20.02	Canned or bottled vegetables being: asparagus, green beans, beetroot, broccoli and cauliflower, brussel sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endive, mushrooms, dry-bulb onions and shallots, green peas, potatoes, radishes, rhubarb, spinach and turnips	275
24	Ex 20.05	Jams and fruit jellies of: apple, cherry, currant, gooseberry, pear, plum, raspberry and strawberry (of which not more than 1,080 tons for strawberry, raspberry and blackcurrant)	3,000 tons
25	Ex 20.06	Canned or bottled fruit being: apples, cherries, currants, gooseberries, pears, plums, raspberries and strawberries (of which not more than £25,000 for strawberry and raspberry and £5,000 for blackcurrant)	350
26	Ex 20.07	Juices of: apple, blackcurrant and pear	70
27	Ex 36.06	Matches (excluding Bengal matches)	10
28	Ex 42.03	Gloves the following: Leather gloves, including gloves of leather and furskin or of leather and artificial fur	
	Ex 42.03	Gloves of furskin	40
29	51.04 55.09 56.07 Ex 60.01	Woven and knitted fabric of man-made fibres; woven fabrics of cotton (of which not more than £30,000 for cotton fabrics)	220
30	Ex 54.05 Ex 62.02	Tea towels and towelling of flax	20,000 sq yds
31	Ex 60.04 Ex 60.05	Apparel of knitted or crocheted cotton, man-made fibres, wool or fine animal hair	
	Ex 60.03	Stockings and socks of knitted cotton, man-made fibres or wool	1,450
32	60.05 62.01	Blankets of man-made fibres and cotton, containing not less than 51 per cent by weight of man-made fibres and blankets of man-made fibres and wool containing not less than 60 per cent by weight of man-made fibres	115
33		Woven apparel (of which not more than £76,250 for cotton) the following:	
	Ex 61.01 Ex 61.02	Outer garments of woven man-made fibres, cotton or flax	
	Ex 61.03 Ex 61.04	Under garments of woven cotton or flax	
	Ex 61.05	Handkerchiefs of woven cotton, man-made fibres or flax	
	Ex 61.06	Shawls, scarves, mufflers and the like of woven cotton, man-made fibres or flax	
	Ex 61.07	Ties, bow ties and cravats of woven cotton or flax	
	Ex 61.08	Accessories and trimmings for women's and girls' garments, of woven cotton or flax	
	Ex 61.09	Corsetry and the like of woven cotton	800
34	Ex 62.02	Manufactures of woven flax and hemp other than tea towels and towelling of flax	30
35	69.11 69.12	Domestic and ornamental china, porcelain and earthenware	200
36	Ex 73.38	Enamelled hollow-ware	25
37	Ex 85.15	Transistorised radio and television broadcast receivers and radiograms	225
38	85.21	Electronic valves, tubes and semi-conductors	75
39	Ex 91.02 Ex 91.04	Non electric alarm clocks	20
40	Ex 97.05	Christmas tree decorations of glass	15
41		Other goods not under open licence to be agreed with the DTI	170

NOTES:
p.m. pro memoria
(a) Subject to Public Health Imported Food Regulations
(b) Subject to Poultry Carcasses Landing Order 1955
(c) As defined by the Poultry Carcasses Landing Order 1955, subject to Merchandise Marks (Imported Goods) No. 5 Order, SI 1934, No. 301.
(d) Fresh dry-bulb onions and shallots may be imported under Open General Import Licence from March 1 to July 31. Fresh tomatoes may be imported under Open General Import Licence from November 1 in any year to March 31 in the following year.
(e) Basic quota for the period April 1, 1971-March 31, 1972, under the general arrangements for import of these commodities.

Changes to import duty arrangements for synthetic organic dyestuffs

THE Department of Trade and Industry have decided to end duty remission on certain synthetic organic dyestuffs following their investigation of the application by the Chemical Industries Association. At the same time the Department have decided, subject to Parliamentary approval, that the import duty on certain dyestuffs should be reduced from 18½ to 10 per cent on January 1, 1972.

These decisions take into account the interests of both producers and users, who will be broadly in the same tariff position as those in the EEC from January 1, 1972. The reduction in the import duty will mean that the UK duty on dyestuffs imported from EEC countries under the staging plan agreed with the EEC will be lower during the transition period than it would have been had duty remission been continued next year with a UK duty rate of 15 per cent (as scheduled for January 1, 1972 under the GATT Kennedy Round agreement).

Duty remission will be ended on the following imports:

i. Synthetic organic dyestuffs (including pigment dyestuffs);
ii. Synthetic organic products of a kind used as luminophores;
iii. Products of the kind known as optical bleaching agents, substantive to the fibre;
iv. Mixtures of stabilised diazonium salts and coupling compounds for the production of insoluble azoic dyestuffs on the fibre;
v. Preparations based on synthetic organic dyestuffs (including pigment dyestuffs) of a kind used for colouring in the mass artificial plastics, rubber or similar materials or as ingredients in preparations for printing textiles.

The Department will, however, consider applications which are received on or before December 31, 1971 for duty remission on the products mentioned above. The validity of all Directions to HM Customs and Excise issued after November 16, 1971 will be limited to goods imported on or before December 31, 1971 unless evidence is produced of a firm order having been placed with the overseas supplier before November 16, 1971. The six months' period of validity of Directions already issued will in no case be extended.

The Department of Trade and Industry is not prepared to consider applications for alternative relief from import duty by Temporary Exemption Order on the products listed above.

Remission of import duty will continue to be available until further notice for those dyestuffs intermediates (viz organic intermediate products used in the production of synthetic organic products, luminophores and optical bleaching agents at i, ii and iii above) which are not subject to exemption from import duty.

The reduction of import duty to 10 per cent on January 1, 1972 will apply (subject to Parliamentary approval) to all dyestuffs classified under Tariff Heading 32.05D. An Order to give effect to this reduction will shortly be laid before Parliament.

Inquiries (other than press inquiries) about the effect of this Notice on individual applications should be addressed to the Department of Trade and Industry, Dyestuffs Office, 76 Newton Street, Manchester M1 1FE (telephone 061-236 6918).

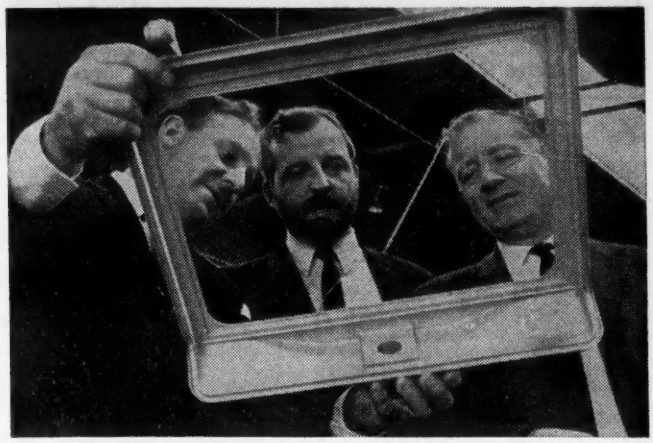
Background notes

The UK is the only major industrial country operating such a scheme for remission of import duty on dyestuffs.

Conditions in the dyestuffs trade have changed considerably since the scheme was introduced. The range of dyestuffs available duty-free has grown as a result of increased UK production and the abolition of duties within EFTA. The rate of UK import duty has been reduced from 33⅓ per cent to 18½ per cent and was already scheduled to be further reduced to 15 per cent on January 1, 1972 under the GATT Kennedy Round agreement. (It has now been decided, subject to Parliamentary approval, to reduce this to 10 per cent.)

In 1970 the UK imported about £18.25 million of synthetic organic dyestuffs. Nearly half of these entered duty-free from EFTA and Commonwealth sources. About 85 per cent of the remaining imports came from the EEC. Duty remission was granted on imports of about £5.5 million. Duty-paid imports totalled £3.75 million.

No country produces all the dyestuffs which its users require. It has proved impossible to devise a workable alternative scheme for distinguishing between those dyestuffs currently enjoying duty remission where there is a British near equivalent that could be used, and those where there is no alternative British product available. Some imports into the UK from dutiable sources will continue to be necessary after duty remission ends.



Mr. Keith Underwood (left), works director of RKB Precision Products, shows a casting for Decca Radar to representatives of the Dutch company N.V. Optische Industrie at RKB's foundry and head office.

Synthetic organic dyestuffs are used mainly in the textile, leather, plastics, paints and printing inks industries.

The Chemical Industries Association requested abolition of duty remission with a duty of 15 per cent on January 1, 1972. This request was strongly opposed by many users. In fact, users in other major dyestuffs producing countries have never enjoyed this kind of remission, which has put UK dyestuffs producers at a disadvantage. Only about one-tenth of the usage of dyestuffs in this country will be affected by the ending of remission. It is estimated that, for example, the incidence on the textile finishing industry of the reduced duty on those dyestuffs now getting remission will be less than ½ per cent of the net value of output. Lowering the duty means that users will pay less duty sooner on dyestuffs from EEC (our major source of dutiable dyestuffs) than they would if the present system were left unchanged. Duty remission would in any case be abolished, probably in 1973, after we join EEC. The starting point for the phased duty reductions on EEC dyestuffs during the transitional period will now be 10 per cent and not 15 per cent. Users will also pay less duty on imported dyestuffs from non-EEC and non-EFTA sources where these would not have qualified for remission.

Purchase tax: drugs and medicines

THE Commissioners of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 6) Direction 1971, which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from November 18, 1971, is to make the following additions to the entries contained in the schedule to the Purchase Tax (No. 5) Order 1971.

The additions

TO HEAD II OF THE SCHEDULE

4-Allyloxy-3-chlorophenylacetic acid;
Amidephrine mesylate;
3-(2-Chloroethyl)-2-(2-chloroethyl amino)-tetrahydro-2*H*-1,3,2-oxazaphosphorine 2-oxide;
3-(2-Chloroethyl)-[2-di-(2-chloroethyl)-amino]-tetrahydro-2*H*1,3,2-oxazaphosphorine 2-oxide;
Clemastine hydrogen fumarate;
Ethambutol and salts thereof whether or not mixed with isoniazid, and salts thereof, derivatives of isoniazid and salts of such derivatives;
Piperazine oestrone sulphate;

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the date(s) specified.

Number	Grantee	Subject-matter
October 14, 1971		
988,704	Ishikawajima-Harima Jukogyo KK	Nitride bearing ductible steel
1,168,147	Etablissements Barriquand Freres S.a.r.l.	Method and machine for the damp treatment of fabrics
1,194,355	Standard Telephones & Cables Ltd.	Scanning electron microscopes
October 15, 1971		
968,271	Coal Industry (Patents) Ltd.	Mineral mining machines
1,036,421	Coal Industry (Patents) Ltd.	Mineral mining machines
1,151,881	Coal Industry (Patents) Ltd.	Apparatus for scanning a plurality of electrical information channels
1,160,743	Coal Industry (Patents) Ltd.	Hydraulic sealing devices
October 20, 1971		
1,036,813	Etablissements Barriquand Freres	Machine for the wet treatment of the textile materials or the like
1,038,345	Agfa Aktiengesellschaft	Photographic material
1,076,799	Agfa Aktiengesellschaft	Photographic process for the production of reflex copies
1,097,626	Infranor S.A.	Illuminating floodlight
1,113,272	Balamundi Nederland N.V.	Manufacture of artificial leather
1,118,441	Nobel-Bozel	Manufacture of papers
1,219,151	Autovillamossagi Felszerelesek Gyara	Circuit arrangement preferably for the supply of current to the electrical system of a vehicle
October 21, 1971		
1,011,055	The De Havilland Aircraft Company Ltd	Improved engine fuel control system
1,067,688	Hawker Siddeley Dynamics Ltd	Cutting tools
1,070,779	Hawker Siddeley Dynamics Ltd	Analogue-to-digital converters
1,074,486	Hawker Siddeley Dynamics Ltd	Electronic signal comparators
1,094,473	Hawker Siddeley Dynamics Ltd	Electrical plug and socket connections
1,199,933	Hawker Siddeley Dynamics Ltd	Optical pattern recognition
1,207,679	Hawker Siddeley Dynamics Ltd	Improvements in or relating to pattern recognition
October 22, 1971		
1,030,252	County Commercial Cars Ltd. Geoffrey Edward Ernest Tapp, and Joseph Davey.	Suspensions for the front steerable wheels of a vehicle
1,153,913	International Standard Electric Corporation	Telecommunication exchange
1,160,398	Garrozzeria Pinifarina S.p.A.	Seat covers
1,177,260	Societe Anonyme Andre Citroen	Induction systems of internal combustion engines
1,196,557	Societe Anonyme Andre Citroen	Spark ignition internal combustion engines
1,221,776	Stein Atkinson Stordy Ltd.	Improvements in conveyors
October 26, 1971		
991,695	Societe Anonyme Andre Citroen	Aerodynamic valve for regulating fluid flow
996,438	Societe Anonyme Andre Citroen	Steering linkage ball joints of vehicles equipped with hydropneumatic suspension system
1,050,254	Standard Telephones and Cables Ltd.	Data transmission system
1,112,175	Albert Morgan	Electromagnetic clutches
1,129,661	Albert Morgan	Electromagnetic clutches
1,121,366	Mario Ballestra	A method and apparatus for effecting an exothermic reaction in a continuous manner
1,157,952	Sperry Rand Ltd.	Trickle impregnation machine
1,157,953	Sperry Rand Ltd.	Dispensing viscous fluids
October 29, 1971		
872,582	Gaskell & Chambers Ltd.	Devices for dispensing viscous liquids
1,116,706	Electrodyne Research Corporation	Startup system for a steam, actuated electric generator
1,117,279	Gaicomo Picollo	Machines for the rapid selection and counting of predetermined amounts and types of coins

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

Anti-dumping application on chromic anhydride

HAVING completed their investigation into the anti-dumping application announced by them on August 23, 1971, the Department of Trade and Industry are satisfied that imports of chromic anhydride originating in the Union of Soviet Socialist Republics have taken place at dumped prices; that this dumping has caused, and threatens further material injury to the British chromic anhydride industry; and that it is in the national interest to take anti-dumping action.

The Department have therefore made an Order (the Anti-Dumping Duty (No. 5) Order 1971) which came into force on November 23, 1971 and imposes an anti-dumping duty of £50 per ton on imports of chromic anhydride originating in the USSR. The duty is chargeable both for the future and retrospectively in relation to a period beginning August 24, 1971, when these goods were made subject to a provisional charge to anti-dumping duty of £50 per ton pending completion of the Department's investigations.

The Order allows relief to be granted where, on application being made, the Department are satisfied that particular goods have not been dumped, or the margin of dumping is less than the amount of the duty. It also revokes the Anti-Dumping (Provisional Charge to Duty) (No. 4) Order 1971.

Copies of the Anti-Dumping Duty (No. 5) Order 1971 are available from HMSO, 49 High Holborn, London WC1 (price 3p) or by post from HMSO, PO Box 569, London SE1 (price 5½p).

For the purpose of implementing the Order the Department have directed that proof of the country of origin shall be furnished to HM Customs and Excise in respect of chromic anhydride exported to the United Kingdom from Austria, Bulgaria, Belgium, Czechoslovakia, France, Italy, the Federal Republic of Germany, the Soviet zone of Germany, Hungary, the Netherlands, Poland, Romania, the Union of Soviet Socialist Republics, or Yugoslavia.

Mr. Nicholas Ridley visits Newcastle

MR. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, is visiting Newcastle today (November 25). He will be the principal guest at the Annual Luncheon of the Tyneside Productivity Association and will speak on 'Industrial Opportunities in the North East'.

Mr. Ridley, who has additional responsibility within the Department for small firms, will take the opportunity to have informal discussions with representatives from small businesses in the area, during the afternoon.

In the evening, Mr. Ridley will attend the annual dinner of the North East Coast branch of the Institution of Mechanical Engineers.

New company for Jarrow Estate

THE Department of Trade and Industry has announced that Northern Polystone Ltd., have occupied a 15,000 sq. ft. advance factory built by the English Industrial Estates Corporation on the Bede Industrial Estate, Jarrow.

Northern Polystone Ltd. have been operating in temporary premises in Newcastle since April 1970 but the Jarrow factory is now fully equipped. When full production is reached the company expect to employ about 73 people, almost entirely men.

The work of BSI

THE British Standards Institution is the official standards organisation for this country and is very active in removing technical barriers to trade through international standards organisation such as ISO and IEC. BSI has several other functions. It runs certification and approvals schemes, among them granting licences to manufacturers to use the 'Kitemark' on products conforming to British Standards. It also undertakes testing work for outside bodies and, through the Technical Help to Exporters Scheme, provides information on overseas requirements affecting exports. BSI, 2 Park Street, London W1A 2BS.

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be at any time **during the next three years,** in a position to supply a substantial proportion of the United Kingdom demand for these materials.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66/74 Victoria Street, London SW1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Representations should be received by December 2, 1971.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Reference
29.16	Dimethyl 4,4′-(ethylenedioxy)-dibenzoate	Dimethyl diphenoxyethane 4,4′ dicarboxylate	13808
	4,4′-(Ethylenedioxy)dibenzoic acid	Diphenoxyethane 4,4′ dicarboxylic acid	13806
29.22	Sulphanilic acid of a purity not less than 98 per cent, and of which an ammoniacal aqueous solution containing 100 grammes per litre shows optical densities which, being measured in a cell of 20 millimetres length at wavelengths of 470 nanometres, 570 nanometres and 680 nanometres and added together, give a sum not greater than 1.26	Sulphanilic acid, pure	13640
29.35	2-Amino-6-chlorobenzothiazole hydrochloride	Chlorostain N	13076
38.19	Prepared catalysts, of which not less than 95 per cent by weight is retained by a sieve having a nominal width of aperture of 2.80 millimetres, and which contain (*a*) not less than 12 per cent by weight and not more than 17 per cent by weight of total silica (*b*) not less than 31 per cent by weight and not more than 36 per cent by weight of total molybdenum (*c*) not less than 16 per cent by weight of total cobalt (*d*) not less than 5.5 per cent by weight of total bismuth, and (*e*) not less than 1.5 per cent by weight of total iron	TKA A chemical mixture comprised of the oxides of molybdenum and cobalt mainly but with minor additions of the oxides of iron, bismuth, tin and tungsten	13781
	Prepared catalysts, of which not less than 95 per cent by weight is retained by a sieve having a nominal width of aperture of 4.00 millimetres, and which contain (*a*) not less than 55 per cent by weight and not more than 65 per cent by weight of aluminium compounds estimated as Al_2O_3 (*b*) not less than 14 per cent by weight and not more than 18 per cent by weight of total molybdenum, and (*c*) not less than 3 per cent by weight of total vanadium	TKB A reaction product catalyst comprised of the oxides of molybdenum, aluminium with additions of vanadium, silicone and carbon	13811
85.21	Containers for electronic microcircuits, consisting of square or rectangular laminations, built up from a bottom sheet of glass, metal, or ceramic composition; from a middle frame of glass with embedded metal alloy leads extending to a lead frame along one, two or all four sides; and from a top sealing frame of glass, metal, or ceramic composition, all three laminae being fused together and all exposed metal surfaces being fully or partly gold-plated; each container being provided with a separate solder frame and gold-plated metal alloy lid for subsequent sealing to the top sealing frame	Glass-to-metal seal flatpacks	12289
88.02	Aircraft having a maximum weight authorised, as shown in the Certificate of Airworthiness, exceeding 95,000 kilogrammes	Large aircraft	12299
	Helicopters of an empty weight of 5,000 kilogrammes or more	Helicopters	12294

NOTE AMENDED DEFINITION

Interested parties will wish to know that the definition for Electrolytic chromium (81.04) has been amended to the following:

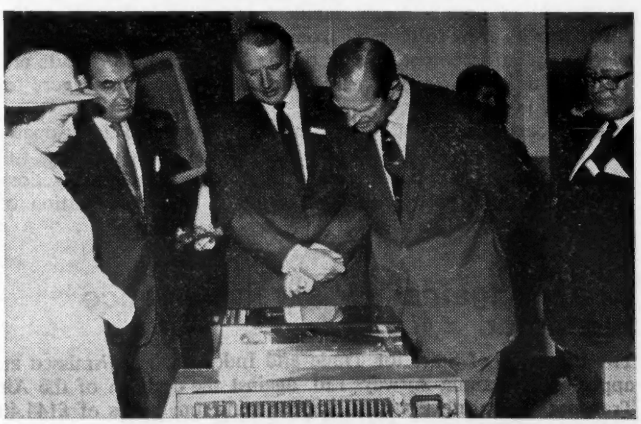
Chromium, in the form of cathode chips or pellets, which contains not more than 0.10 per cent by weight of total oxygen and not more than 0.02 per cent by weight of total aluminium

Application for reimposition of import duty

THE Department of Trade and Industry, Tariff Division, have received applications for the reimposition of the import duty from January 1, 1972, on the following items, which are at present temporarily exempt from duty. This is in response to the notice of the Annual Review of temporary exemptions published in *Trade and Industry* on August 12, 1971.

Tariff heading	Description	Reference
28.15	Phosphorus pentasulphide, containing less than 15 parts per million by weight of arsenic calculated as As_2O_3, and containing less than 35 parts per million by weight of iron calculated as Fe	2469
29.14	Ethanediol dimethacrylate	TIP 320
29.34	1-Hydroxyethylidene diphosphonic acid	13193
51.01	Yarn wholly of polytetrafluoroethylene	7212
51.02	Monofil wholly of fluorocarbon polymer	9679
59.17	Yarn or tow of polytetrafluoroethylene fibre impregnated with polytetrafluoroethylene dispersion, whether or not treated with a lubricant	9909
73.14	Iron-nickel alloy wire, copper-clad and nickel-plated, having an overall diameter of not less than 400 microns and not more than 450 microns, the nickel plating being not less than 2 microns and not more than 15 microns in thickness; the whole containing not less than 20 per cent by weight of copper, not less than 25 per cent by weight of nickel and not less than 40 per cent by weight of iron, and having, when measured on an 0.20 metre length, a percentage elongation not less than 18 and not more than 25, and a tensile strength not less than 430 newtons per square millimetre and not more than 530 newtons per square millimetre, the rate of straining being 50 millimetres per minute	9939

Representations should be addressed to Tariff Division, Department of Trade and Industry, Kingsgate House, 66/74 Victoria Street, London, SW1E 6SH, giving the respective reference shown above. **These should be received by November 29, 1971.**



The Queen and Prince Philip see the latest Garrard transcription turntable during their visit early in November to The Plessey Company at Cheney Manor, Swindon. The unit—the Zero 100—has recently won the USA's 'Maker of the Microphone' award for outstanding technical innovation. Garrard record playing equipment destined for practically every part of the world was seen in production.

AVIATION and SHIPPING

Short-haul air transport of the 1980s

THE Government is making a preliminary assessment of a system of short-haul air transportation for the 1980s that is both quiet and efficient, Mr. David Price, Parliamentary Under-Secretary of State for Aerospace, Department of Trade and Industry, said on November 16. He was speaking at the opening of a technical symposium on 'Systems in Aviation' organised by the British Airline Pilots' Association.

Mr. Price said: 'Modern air transportation confers great benefits on the community in vastly improved communications for men and goods, but at the same time it can have adverse effects, which it must be our purpose to minimise. I need only mention noise pollution to make my point.

'Air transportation interacts, through the location of airports and the movement of passengers to and from them, with local surface transportation. The aircraft themselves interact with their environment through air traffic control and communications systems and, within the aircraft, safety and efficiency depend on complex engineering systems.

'A specific example of a systems approach to the study of a possible future air transportation mode is the preliminary assessment now being made under our Departmental leadership and with the collaboration of other Departments and of those representing differing aviation interests, of a quiet and efficient system of short-haul air transportation using, in the 1980s, aircraft somewhere in a spectrum ranging from quiet conventional aircraft through STOL to VTOL. An attempt is being made to evaluate in quantitative terms the interactions to which I have referred.

'We are examining the noise exposure of communities, the possible time saving to passengers, and the operating costs for various hypothetical combinations of types of aircraft and airports from which they might operate.

'We are considering the implications for the Air Traffic Control system of these various possible types of operation. Study has started of terminal guidance problems and of the systems within the aircraft which would be needed to enable full advantage to be taken, with safety and reliability, of the performance potentialities of the aircraft. I might add we are not finding all this to be very easy, but we are convinced that it is the right way in which to approach such complex problems. It is by the further development of systems that we can increase the scope for applying the advanced engine/airframe technology.'

Civil aviation licensing enforcement

THE Air Transport Licensing Board announce that they were concerned to note a recent incident in which a British airline instructed its crew to take off from Gatwick Airport before completion by enforcement officers of the Department of Trade and Industry of an investigation into the eligibility of passengers for the flight in question.

The Board wish to state that in their view the orderly operation of an air transport system requires from licence-holders full co-operation with the enforcement authorities; and that actions such as that described constitute grounds for consideration of the revocation of the licences involved.

Appeal against air service licence dismissed

THE Secretary of State for Trade and Industry, has dismissed an appeal by Britannia Airways Ltd. against the decision of the Air Transport Licensing Board to impose minimum prices of £144.40 and £185.20 for two and four week inclusive holidays in Jamaica next summer.

The Commissioner who heard the appeal, Sir John Lang, GCB, considered that there was little practical substance in it and recommended that it should be dismissed. The Secretary of State agreed particularly with Sir John Lang's view that the Air Transport Licensing Board were justified in their criticism of the basis on which the tour organiser, Thomson Holiday Holdings Ltd, had costed the cheaper holidays in their Jamaica programme. He agreed also that the Air Transport Licensing Board were fully entitled to apply the same minimum price formula as applies to inclusive tours across the North Atlantic.

Copies of the Secretary of State's Order and of the Commissioner's Report are available on request from the Department of Trade and Industry, CA1(2)A, Shell Mex House, Strand, London WC2.

Trawler support ship *Miranda* leaves for Iceland

THE Department of Trade and Industry support ship *Miranda* leaves Alexandra Dock, Hull, today (November 25) to take up station north-west of Iceland until the end of April. This is the ship's second tour of duty and the fourth winter a trawler support operation has been mounted.

As last year, a Coastguard inspector will be the Support Commander in charge of the operation and will also be master of *Miranda*. The first will be Cmdr. C. P. Adams and he will be relieved later by Capt. R. K. Emden.

With the exception of Dr. Robert Scott of Harrogate (whose record of service goes back to the beginning of the trawler support operation), the medical officers who have been selected for this winter are all 'first-timers' with the suppport operation. They are: Dr. Rupert Whitney, of Browseley, Salop, who takes the first tour of duty; Dr. William Kershaw, of Liverpool, who is Professor of Biology at Salford University; and Dr. Daniel Johnstone, of Stromness, Orkney.

The first meteorologist will be Mr. Robert Bodjys, of the Meteorological Office, who has had previous experience of the support operation.

In addition to meteorological traffic, *Miranda* will pass a daily situation report to HM Coastguard Rescue Headquarters at Gorleston and Department of Trade and Industry Headquarters, giving the positions of all the trawlers off Iceland, the weather and details of operational work during the previous 24 hours.

Channel navigation advisory service study

THE Department of Trade and Industry's Marine Division has appointed Software Sciences Ltd. as consultants to examine the advantages and technological feasibility of a navigational advisory service for the Dover Strait area of the English Channel. The consultants will examine a variety of possible schemes and will be seeking the views of a wide range of marine interests in this country and abroad. The study is to be completed within about six months.

International Code of Signals 1969

THE Inter-Governmental Maritime Consultative Organisation has decided that the International Code of Signals 1969 shall be amended, as from January 1, 1972. The amendment will provide for additional signals for the purpose of search and rescue and for the use of the Code Pendant by ships of war. Entitled *Amendment List No. 1*, the United Kingdom edition of the Code containing the amendment is now available from HMSO, 49 High Holborn, London, WC1, and branches, or through booksellers, price 6p (by post 8½p).

REPRINTS OF 'T & I' ARTICLES

Reprints of *Trade and Industry* articles should be ordered within one week of publication from; Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London EC1P 1BF. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies: carriage extra.

POINTS from PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

Trade and industry

MONDAY, NOVEMBER 15

Liberalising world trade

Asked what proposals have been put forward at recent meetings of the General Agreement on Tariffs and Trade for the liberalisation of world trade, Mr. John Davies, Secretary of State for Trade and Industry, replied: 'Since the last formal Session was held in February 1970, work has continued in the GATT on a wide variety of international trade problems, including tariff and non-tariff barriers. The 27th Session opens in Geneva tomorrow and the Contracting Parties will no doubt be considering how to pursue the aims of further trade liberalisation.'

BEB and BNEC

'The British Export Board will have a much wider range of responsibility than the BNEC. I believe it will be better able to bring to bear the resources provided in support of the exporter,' said Mr. Davies, asked to list the advantages of the Export Board over the British National Export Council, and how the Board will improve British exports.

Canada trade

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, was asked what discussions he proposes to hold with the Confederation of British Industry in order to encourage the development of trade with Canada. He replied: 'We are in close touch with the CBI and discuss export matters with them as they arise. In addition, we expect that the Chairman of the British Export Board will wish to discuss the promotion of our exports to Canada, and to other major markets, with the CBI and other interested bodies.'

Imports of knitwear

The increase in imports of foreign knitted woollen goods over the previous 12 months was 29 per cent in terms of value in the period January to September, 1971, compared with the corresponding period of 1970, Mr. Nicholas Ridley Parliamentary Under-Secretary of State for Industry told the House.

Telecommunications exports

Mr. David Price, Parliamentary Under-Secretary of State for Aerospace, asked the value of telecommunications equipment exported in each of the past eight years, said that they show a steadily rising trend in recent years:

£ millions

	1963	1964	1965	1966	1967	1968	1969	1970	Jan/Sept 1971
Telecommunications apparatus*	82.2	83.4	83.1	90.9	95.2	108.5	116.0	138.4	120.5
of which: Telephone and telegraph equipment	29.8	27.7	28.4	29.6	29.1	33.8	27.6	37.9	41.0

* includes television and radio receivers, telephone and telegraph equipment, microphones, loudspeakers and amplifiers, radio communications apparatus, radio navigational aids and radar.

US surcharge

What representations Her Majesty's Government have made to the United States Government with regard to the imposition of the 10 per cent surcharge on imports into the United States; and what reply he has received, a Member asked. Mr. Grant said: 'We have made our principal representations, jointly with other countries, through the GATT Working Party which concluded that the surcharge was inappropriate; and the matter has figured prominently in the discussions on the international monetary situation in the Group of 10. The position of the United States Government, as I understand it, is that the surcharge will be removed only in the context of a general settlement of current international monetary and trade issues.'

Newsprint imports

The latest figures for imports of newsprint and paper products, compared with domestic production, expressed in figures and percentages, were given by Mr. Ridley. For the period January to August 1971, inclusive, imports of newsprint were 522,000 metric tons (58 per cent of domestic consumption) and domestic production 386,000 (42 per cent) metric tons. Imports of paper products were 1,159,000 metric tons (32 per cent) and domestic production 2,464,000 metric tons (68 per cent).

Asked if he will propose to the Scandinavian members of the European Free Trade Association a scheme for the limitation of newsprint imports into the United Kingdom by means of voluntary quotas, Mr. Grant replied: 'No Sir. The UK industry decided to follow the earlier representations made by HMG to Finland, Norway and Sweden with talks on an industry to industry basis. As indicated in the reply given today to a similar question these have resulted in some improvement in the situation and for the present no further action is proposed.

Prospecting in Dorset

A Member asked what consultations he held with local authorities and interests before granting a licence to Seismograph Services Limited to prospect for oil by causing underground explosions near Powerstock, Dorset, designated as an area of outstanding natural beauty. 'None Sir,' Mr. Ridley replied. 'The grant of a licence under the Petroleum Production Act 1934 to search for petroleum in Great Britain does not affect the licensee's obligation to comply with any other enactment including planning legislation.'

Motor industry production

Production of the motor industry is already rising rapidly to meet the demand created by the Government measures, said Mr. Davies when asked what further steps he is taking to bring production up to full capacity. In August and September car production was 42 per cent, and commercial vehicle production 32 per cent, above the corresponding period last year.

West Midlands expansion

'I am confident that the West Midlands, as one of the country's major industrial and commercial centres, will benefit substantially from the Government's measures to stimulate a faster rate of growth in the economy as a whole,' said Mr. Grant. He had been asked what plans he now has for encouraging the expansion of industry in the West Midlands.

EEC and industrial sites in Scotland

Mr. Grant was asked how many inquiries, separate from those lodged with the Scottish Office, his department has received about industrial sites from sources within the European Economic Community; and of these how many were from West Germany. He said that since January 1, 1971, the Department has received eight inquiries from countries within the European Economic Community including three from West Germany for industrial sites in Scotland.

Grants to Scottish industrialists . . .

The total amount of grant aid from Government to industrialists in Scotland, through the Local Employment Acts, between January 1 and September 30, 1971, totalled £5,696,204, Mr. Grant told a questioner.

. . . and to Merseyside and Birkenhead

Information was also given on the total amount of grants and loans made under the Local Employment Acts to industrialists on Merseyside and Birkenhead since January 1, 1971, and for the same period in 1970, 1969 and 1968. Mr. Grant said: 'Information is now readily available in terms of financial years. On this basis offers of loans and grants under the Acts in the Merseyside development area have been as follows:

	Loans	Grants
1968-69	£3,117,000	£2,990,362
1969-70	£7,571,000	£5,446,579
1970-71	£2,700,000	£6,115,055
April 1, 1971 to September 30, 1971	£337,000	£3,232,714

Glasgow Chamber

The Minister for Industry had a full and constructive discussion with the Glasgow Chamber of Commerce on November 4 about their proposals for stimulating growth in West Central Scotland, Mr. Davies told a questioner. These proposals are now being given careful consideration.

Shipbuilding and regional employment premium

The Secretary of State for Trade and Industry was asked what representations he has had from the shipbuilding industry regarding the regional

(continued on next page)

POINTS FROM PARLIAMENT
continued

employment premium; and what answers he has sent. Mr. Ridley replied: 'Some shipbuilders outside the Development Areas have represented strongly that the Regional Employment Premium discriminates unfairly against them. They have been told that the Regional Employment Premium ends in 1974.'

UCS structure

Mr. Davies was asked if he will seek to establish in the new Upper Clyde Shipbuilders Company the same company structure and pattern of industrial relations as existed in Fairfields prior to its amalgamation into Upper Clyde Shipbuilders. 'The company structure to be adopted by Govan Shipbuilders Limited is for that company's Board to decide, while the pattern of industrial relations will I hope be agreed between the company and the unions as a result of discussions that are now taking place,' said Mr. Davies.

Concessionary coal

What estimate has been made of the cost to DTI of paying the cost of concessionary coal to miners who, between 55 and 60 years of age, have been made redundant through pit closures, a Member asked. Mr. Ridley replied: 'Relating the question to men in this age group benefiting from the Redundant Mineworkers' Payments Scheme, the National Coal Board estimate that the total cost would by now be running at around £250,000 a year. A figure of £500,000 a year might be reached if men made redundant before March 1968 and after September 1971 were included. If the costs were brought within the scope of the Coal Industry Acts, half the total annual cost would fall to be paid by the Department in 1972-73 and one-third in 1973-74.'

Gas explosions

Answering a question on how many gas explosions causing injury to persons or damage to property have been reported during each of the past five years; and how many of these were connected in any way with the use of natural gas, Mr. Ridley reported that the collection of full statistics began only two years ago. 'Figures of the more serious cases however are available from the Gas Council going back five years, though probably incomplete in the first few years.'

NUMBER OF GAS EXPLOSIONS CAUSING FATALITIES, SERIOUS INJURY OR SERIOUS DAMAGE

	1966	1967	1968	1969	1970	(1st half) 1971
Town gas	36	49	62	84	65	23
Natural gas	—	—	4	13	30	10
Total	36	49	66	97	95	33

Bolton on buying policies

A Member asked the Secretary of State for Trade and Industry, whether, in view of the recommendations of the Bolton Committee, he will consider referring to the Monopolies Commission the question of the market power exercised by large firms through their buying policies, and the possible damage to the competitive structure of industry through discrimination against small firms which results from it. Mr. Ridley replied: 'Yes, I am considering carefully this recommendation by the Bolton Committee.'

Advance factories

Under the Local Employment Acts 238 advance factories were authorised between 1964 and 1970 inclusive, Mr. Grant reported. At the end of 1970, 171 of these had been completed and 29 were under construction. In the Northern Region, 21 new advance factories are unallocated. In addition three former advance factories await re-allocation. Until more of these and the 11 under construction or authorised are taken up it would be premature to consider a further building programme.

IRC investments transferred

A further statement about the position of the investments transferred to the Secretary of State for Trade and Industry on May 1, 1971, from the Industrial Reorganisation Corporation was made by Mr. Ridley. 'The list of holdings as at November 1 is given below. Separate lists show advances made during the six months since May 1 against outstanding commitments, and investments disposed of during the period.'

INDUSTRIAL REORGANISATION CORPORATION INVESTMENTS TRANSFERRED TO THE SECRETARY OF STATE FOR TRADE AND INDUSTRY: HOLDING AS AT NOVEMBER 1, 1971

Loans		
Allied Textile Companies Limited	£500,000	Unsecured loan
British Leyland Motor Corporation Limited	£25,000,000	Unsecured loan
	£10,000,000	Unsecured loan (1)
British Oxygen Company Limited	£2,500,000	Unsecured loan
Chrysler (UK) Limited	£150,000	Unsecured loan. Stock 1981
Clarke Chapman-John Thompson Limited	£2,000,000	Unsecured loan
	£5,000,000	Unsecured loan
Davy-Ashmore Limited	£600,000	Secured Loan
Harwood Cash & Company Limited	£800,000	Secured Loan
Herbert-Ingersoll Limited	£475,000	Unsecured Loan
Marwin (Holdings) Limited	£750,000	Unsecured Loan
Nuclear Enterprises Limited	£500,000	Unsecured Loan
Plessey Numerical Controls Limited	£3,000,000	Unsecured Loan
Qualitex Limited	£2,000,000	Unsecured Loan
Ransome Hoffmann Pollard Limited	£3,118,000	Unsecured Loan
Reed Paper Group Limited	£1,000,000	Unsecured Loan
Samuel-Osborn & Company Limited	£1,750,000	Secured Loan
Spirella Group Limited	£900,000	Unsecured Loan
The Laird Group Limited	£2,595,000	Secured Loan
The Mills Equipment Company Limited	£250,000	Secured Loan
The Steel Group Limited	£1,000,000	Unsecured Loan
The Weir Group Limited	£1,250,000	Unsecured Loan
Whessoe Limited	£3,500,000	Unsecured Loan
Loans convertible into Equity		
Marwin (Holdings) Limited	£750,000	8% Convertible Loan
Ransome Hoffmann Pollard Limited	£6,211,004	8% Convertible. Unsecured Loan Stock 1984 (subscribed at par)
Rolls-Royce Limited	£10,000,000	Unsecured Convertible Loan
Spirella Group Limited	£400,000	10% Convertible Unsecured Loan Stock 1977 (subscribed at par)

Equity and Preference Shares		*Cost*
British Nuclear Design & Construction Limited	260,000 Ordinary Shares of £1	£260,000
Brown Bayley Limited	2,400,000 Ordinary Shares of £1	See note (2)
Chrysler (UK) Limited	7,561,140 7% Cumulative Preferred Ordinary Shares of 20p	£1,512,228
George Kent Limited	3,017,577 Ordinary Shares of 50p 1,244,180 Deferred Ordinary Shares of 50p	£6,504,861
Herbert-Ingersoll Limited	38,250 'A' Ordinary Shares of £1 36,750 'B' Ordinary Shares of £1	£525,000
Kearney & Trecker Limited	300,000 Redeemable Convertible Third Preference Shares of £1	£300,000
Nuclear Enterprises Limited	7,353 'B' Ordinary Shares of £1	£100,000
The Laird Group Limited	4,900,830 Ordinary Shares of 25p	£1,225,208

Notes
(1) Machine Tool Facility.
(2) The following investments are held by Brown Bayley Limited:

Brown Bayley Steels Limited	2,404,000 shares of 50p	£1,470,453
Ransome Hoffmann Pollard Limited	£2,700,000 8% Convertible Unsecured Loan Stock 1984	£2,700,000
	1,200,000 Deferred Ordinary Shares of 25p	£588,911

ADVANCES MADE PURSUANT TO AGREEMENTS MADE BY THE IRC: MAY 1 TO OCTOBER 31, 1971

British Leyland Motor Corporation Limited	£2,500,000	Unsecured Loan. Machine Tool Facility
Harwood Cash	£800,000	Secured Loan
Highams Limited	£162,500	Secured Loan
Samuel-Osborn & Company Limited	£750,000	Secured Loan

INVESTMENTS DISPOSED OF MAY 1 TO OCTOBER 31, 1971

Loans		
Allied Textile Companies Limited	£500,000	Unsecured Loan
English Electric Limited	£2,500,000	Subordinated Unsecured Loan Stock 1976
Highams Limited	£162,500	Secured Loan
Joseph Lucas (Industries) Limited	£3,000,000	Unsecured Loan
Reed Paper Group Limited	£1,200,000	Unsecured Loan
The Bowater Paper Corporation Limited	£1,000,000	Unsecured Loan
Equity		
Ransome Hoffmann Pollard Limited	£131,927	155,000 Ordinary Shares of 25p

Prices control

Mr. Davies told a Member that he has no proposals to control prices during the next 12 months. 'But I welcome the response by both public and private sectors of industry to the CBI's initiative for voluntary price restraint.'

Compensation for misdescription

Asked if he will seek to amend the Trade Descriptions Act to allow magistrates power to award compensation to victims of a false trade description, Mr. Ridley said: 'I still incline to the view that it is best left to the civil courts to determine damage suffered as a result of misdescription. But I would be willing to look at the matter again when the time comes for a general review of the Act.'

Protection from disclosure

'The Committee on Privacy, of which Mr. Kenneth Younger is Chairman, is at present considering whether any changes in the law relating to the disclosure of the private affairs of individuals are desirable and I will consider their conclusions in relation to consumer credit transactions generally,' Mr. Ridley told the House. 'Whether or not to extend credit to particular individuals must remain within the discretion of credit grantors.'

Accountancy Advisory Committee

Asked to set out in a table the number of meetings of the Accountancy Advisory Committee in each year since its inception, Mr. Ridley said: 'The Committee was set up in 1948, and information about the number of meetings in the early years is not readily available. From 1960 the number of meetings has been as follows: 1960, 1; 1961, 2; 1962, 0; 1963, 0; 1964, 1; 1965, 1; 1966, 0; 1967, 0; 1968, 1; 1969, 0; 1970, 0.

Companies Act Consultative Committee

Mr. Ridley told a Member that the Companies Act Consultative Committee had not met since 1956, because successive Governments have seen no need to convene it.

Retired executives' experience

In his speech in the House on November 3, the Secretary of State for Trade and Industry, undertook to give further careful and sympathetic study to the Bolton Committee Report, said Mr. Ridley. 'The recommendations on setting up Small Firms Advisory Bureaux and utilising the experience of retired executives will be fully considered in the course of that study.'

BSO inquiry

The detailed information requested in form RE/70 sent out from the Business Statistics Office for the inquiry into the distributive and service trades for 1970, is essential for compiling the national income and expenditure accounts and for analysing economic trends, said Mr. Ridley, replying to a question.

Origin marking

A number of questions on origin marking of goods were answered by Mr. Ridley. Asked what steps he intends to take to ensure that all imported goods are clearly marked with the country of origin, he replied, 'Universal compulsory origin marking is neither necessary nor practicable, but I am considering whether our defences against deception regarding origin are adequate.' To another question he said: 'The decision to terminate the present origin marking requirements for certain imported goods, including textiles, was not mine. Their revocation was expressly provided for in the *Trade Descriptions Act 1968*, which confers no power simply to prolong them. In considering new Orders, I am bound by the criteria in the Act.'

In view of the large number of applications received by him requesting that an Order should be made to continue origin marking for certain products, what action did he propose to take to meet the requirements of the industries concerned, a Member asked. 'I am concentrating at this stage on the possibility that we may need stronger general safeguards against the consumer being misled about origin,' said Mr. Ridley.

To a question as to what representations he has received from the woollen textile industry concerning the need to replace the expiring origin-marking regulations; and what reply he has given, Mr. Ridley said: 'I received the industry's representations only on November 4, and before replying I shall consider carefully the arguments they have put forward.' Asked whether, in the interests of the consumer and manufacturer alike, he will now take measures to continue on a permanent basis present arrangements for origin marking of textile products beyond the end of November 1971, Mr. Ridley replied: 'The *Trade Descriptions Act 1968* does not enable me to take account of the interests of manufacturers. I am considering what would be the most suitable solution to this complicated issue.'

Oil and Scotland

Four discoveries of oil off the North-East coast of Scotland have been reported, Mr. Ridley said in answer to a question. It is too early to make a firm forecast, but a rate of 25 million tons per year would not be an unreasonable estimate of production in the UK Sector by 1975, perhaps trebling by 1980. Mr. Ridley was asked what assessment his department has made of the impact of North Sea oil discoveries on the Scottish economy, with particular regard to fuel policy. He replied: 'The impact on fuel policy needs to be considered nationally rather than regionally, and I am keeping this under close review. The debate on the Motion for Adjournment on November 8, fully covered the effects on the Scottish economy generally.'

North Sea oil and DTI staff

Reporting on how many staff in his department are employed in the allocation of blocs to oil companies for off-shore exploitation of petroleum in the North Sea, and the annual cost of their salaries, Mr. Ridley said: 'This periodic work is carried out by the staff in Petroleum Division responsible for administering petroleum production legislation numbering 14 whole or part-time: no extra staff are engaged. The salary cost is about £40,000 per annum. It is not possible, without disproportionate effort, to determine how much is related to allocation work.'

Smokeless fuel stocks

Smokeless and other solid fuel stocks are satisfactory, and producers and merchants are confident that, provided production continues normally, they can meet the demand this winter, Mr. Ridley reported.

Coal imports

Mr. Ridley was asked the total cost of coal imports between the raising of the coal import embargo in 1970 and the end of October 1971, the average cost per ton of coal imported during this period, the cost per ton of coal imported during this period from Australia, Belgium, the Irish Republic, the Netherlands, Norway, Poland, South Africa, the United States of America and West Germany; and how these prices compare with coal prices in the United Kingdom during the same period. He said that for the period December 1970 to September 1971, the latest month for which figures are available, total imports were valued at £31.5 millions.

	Average value per ton £
Total	9.41
of which	
Australia	9.24
Belgium	20.66
Irish Republic	8.72
Netherlands	8.81
Norway	38.67
Poland	10.43
South Africa	35.60
USA	9.34
West Germany	19.74

The average values quoted above are not true prices as they are influenced by varying qualities of coal, transport costs, and other factors. Pithead prices of UK produced coal varied between £4.50 and £17.50 per ton according to type and quality.

The total tonnage and value of imported coal from Poland, since the lifting of the ban on November 12, 1970, to the latest available date, was given by Mr. Ridley as: 84,000 tons valued at £877,000 for the period December 1970, the month in which restrictions were removed, to September 1971 inclusive.

Mr. Ridley was also asked what estimate he has made of the effect on the cost of electrical generation of the higher prices being paid for coal imported under Government licences as against the lower cost of coal produced in the United Kingdom. He replied: 'It is for coal importers to take account of the costs and availability of UK and imported coal. As regards the CEGB's experiences last winter, during which coal imports were put on Open General Licence, I would refer the hon. Member to the Board's Annual Report and Accounts for 1970/71.'

Industrial development certificates

The idc control has continued to be an essential part of the Government's regional policy measures; and the priority it gives to the development and intermediate areas remains unchanged, said Mr. Grant. From July 1, 1970 to September 30, 1971, 4,872 industrial development certificates were issued. The comparable figure for April 1, 1969 to June 30, 1970, was 7,860.

Mr. Grant went on to answer questions on idc's relating to Scotland; Merseyside and Birkenhead; Barnsley and district; the Northern region; North-East Kent; and Bournemouth and Christchurch.

Steel industry

'I expect to have the second report of the Joint Steering Group by the end of the year', said Mr. Davies, asked when he expects to conclude his review of the steel industry.

To a question on what negotiations or discussions are taking place in his department in regard to future development in the steel industry, particularly concerning new methods of ore reduction, and the implications this kind of development may have, Mr. Ridley replied that,

(*continued on next page*)

POINTS FROM PARLIAMENT

continued

because of its implications for investment, the prospect of technological change in the steel industry is within the scope of the review of the BSC. Asked when he expects to announce a decision on the British Steel Corporation's proposal for a multi-million pound new steel complex at Redcar, Mr. Ridley said that the scope for major new steel development also falls within the current review of the BSC's financial position and development plans. The Corporation had not yet reached the stage of making a specific proposal for a new steel complex. To another question, Mr. Ridley said: 'I am advised by the British Steel Corporation that their total UK employment at end May 1970 was 256,500 and that the corresponding figure for end May 1971 was 246,800'. Questioned about the regional employment implications of the proposal by the British Steel Corporation to close the Glasgow sales office of the tubes division of the Corporation with a possible loss of 450 jobs, Mr. Ridley replied: 'The future of individual offices is for the British Steel Corporation to decide, but I am well aware that any loss of jobs in the Glasgow area would be unwelcome.'

Steel stockholding

Mr. Davies was asked if he would make a statement on his discussions with the British Steel Corporation on the question of the Corporation's entry into the steel stockholding industry in the United Kingdom. He replied: 'I am, of course, prepared to consider any proposal the BSC may put before me. I should need very strong arguments to justify an extension of the public sector into this field.' Asked to what extent the United Kingdom's accession to the Treaty of Rome will enable European concerns to buy shares in the United Kingdom steel stockholding industry, he said that the UK's accession would not give European concerns more ready access to these shares.

Coal industry manpower

When would the National Coal Board inform him of its decision on future likely manpower requirements in the industry based on likely demand and market for coal, Mr. Ridley was asked. 'I am not aware that any such decision has been taken,' he said. 'The NCB naturally keep these matters under regular review as part of their responsibility for running the industry, and they are in close touch with us.' Persons employed by the National Coal Board on June 1, 1970 and on June 1, 1971, numbered 362,250 and 355,270 respectively. 46,900 mineworkers left the industry between the end of June 1970 and the end of October 1971; five collieries closed and a sixth on November 6. 'I understand from my right hon. Friend the Secretary of State for Employment that on October 11, 1971, 19,281 male workers from coal mining were registered as unemployed.'

TUESDAY, NOVEMBER 16

DTI advertising expenditure

The allocation on the Vote of the Central Office of Information for expenditure on advertising for DTI publicity campaigns in the United Kingdom for the current financial year is £405,100, Mr. Grant reported. The breakdown is as follows:

Assisted Areas	£182,900
Export Promotion (UK)	£104,650
Queen's Award to Industry	£2,700
Business Statistics Office (Census of Distribution)	£64,800
(Quarterly Production Statistics)	£15,650
Civil Aviation (Recruitment)	£27,100
Miscellaneous	£7,300
	£405,100

Welsh industrial sites

Asked how many inquiries for industrial sites in Wales have been made in each of three quarters of 1971 so far; and how the figures compare with 1969 and 1970, Mr. Grant, gave the following information:

Quarters	1969	1970	1971
1st	132	99	70
2nd	134	117	72
3rd	88	77	77

Export credit for nationalised industries

The provision of export credit facilities to the nationalised industries, as to private industry, is a function of the banking system, Mr. Noble said in answer to a question. The full range of ECGD's credit insurance guarantees is available in support of these facilities.

Weekly coal consumption

The average weekly consumption of all coal in the period from January 3, 1971 to October 30, 1971, was 2.6 million tons, said Mr. Ridley. For anthracite and dry steam coal the average weekly sales by merchants, mainly to domestic consumers, was 27,000 tons. Figures for all solid smokeless fuels for this period are not available.

Opencast coal

The average weekly production of opencast coal in the period from January 3, 1971 to October 30, 1971, was 200,000 tons, Mr. Ridley reported. Stocks of opencast coal are given in the Weekly Statistical Statement issued by the Department of Trade and Industry.

WEDNESDAY, NOVEMBER 17

Grants to regions

Mr. Grant told a Member that, since April 1, 1968, offers of grant in the development and intermediate areas have been as follows:

	Northern	Merseyside	South-Western	Welsh	Scottish	Intermediate areas
1968-69	7,986,310	2,990,362	733,563	4,188,595	7,413,332	—
1969-70	18,046,406	5,446,579	844,596	5,765,836	7,658,120	14,833
1970-71	10,016,112	6,115,055	1,120,112	6,045,907	7,505,107	3,492,576
April 1-September 30, 1971	6,941,013	3,232,714	678,592	1,852,716	3,601,368	2,427,791

Animal traps

To a Member who asked if he will exercise his power under the Import, Export and Customs Powers (Defence) Act 1939 to prohibit the export of steel-toothed animal traps, Mr. Grant replied: 'Although the use of steel-toothed animal traps is banned in England and Wales and limited in Scotland, protection against wild animals may require quite different measures in overseas countries. It is the view of the Government, as it was of the previous Government, that it is for the authorities in those countries to decide whether control on the use of these traps is necessary, rather than for us to ban exports.'

Professional services

Asked what action he proposes to take on the Monopolies Commission report on restrictive practices in relation to the supply of professional services, Mr. Ridley said: 'When the report was published, my right hon. Friend and I wrote to the large number of professional bodies concerned and invited them to re-examine their practices in the light of the report. We have now heard from nearly all of these bodies, and when their replies have been carefully considered we shall decide on any further action which may be necessary.'

THURSDAY, NOVEMBER 18

Origin of textile garments

A decision on the question whether the country of origin be clearly stamped on all textile garments coming into the United Kingdom 'is best deferred until we have identified and dealt with the need for stronger across-the-board defences against consumer deception in this field,' said Mr. Ridley.

Buying British textiles

To a Member who asked if he will call a conference for all major store buyers with a view to encouraging the buying of British textiles in place of European textiles, in view of the expenditure on imports of textiles from the Continent, Mr. Ridley replied: 'Buyers have freedom of choice and Government intervention would not be consistent with our international obligations and interests.'

Natural gas and Scotland

As stated in the Annual Report of the Scottish Gas Board, since June 1970, when natural gas first arrived in Scotland, to March 31, 1971, 107 million therms (nearly 11,000 million cubic feet) of natural gas were received, Mr. Ridley told a Member. The cost to the Board was about £1.9 million.

Fertiliser industry

Mr. Ridley was asked if he will refer the fertiliser industry to the Monopolies Commission in view of the recently announced agreement between Imperial Chemical Industries Limited, Fisons Limited and Shell Chemicals Limited regarding the exchange of information and co-ordination of action on investment plans, production and prices. He replied: 'No. There is no evidence that this agreement has created a situation in which a reference to the Monopolies Commission would be appropriate.'

Connection charges

The Monopolies Commission expect to complete their report on the question of connection charges of electricity and gas supplies to new dwellings early in the New Year, Mr. Ridley said in answer to a question.

Regulations on 35 mm. film

'I have asked the Cinematograph Films Council to consider this matter and to advise me,' said Mr. Ridley, asked whether, in view of the fact that there are now 32 operational commercial 16 mm. film shows, he will take steps to extend to cinemas showing 16 mm. films the quota, levy and other regulations affecting orthodox 35 mm. shows.

South-East Wales

Asked if he will now consider making the whole of south-east Wales into a development area, Mr. John Davies said: 'These matters are kept under continuous review but I have no statement to make on possible future changes.'

Aviation and shipping

MONDAY, NOVEMBER 15

VSTOL airliner

What progress has been made by DTI in evaluating designs submitted to it by British aircraft manufacturers for a civil vertical/short take-off and landing airliner, a Member asked Mr. David Price, Parliamentary Under-Secretary of State for Aerospace, said that various design studies of aircraft having vertical and short take off and landing characteristics have been submitted to, and are being considered by, the Department in connection with its continuing examination over a range of short-haul air transport problems. No firm proposals for the immediate development of an aircraft with these characteristics have been made.

Concorde claims

Up to November 5, 605 claims had been received in respect of test flights by Concorde, said Mr. Price; 365 had been accepted, 112 withdrawn and 94 rejected. £20,702 has so far been paid in compensation. Estimates for some of the remaining 34 claims have not yet been put forward. It is not possible to give figures for the total amount outstanding.

Pleasure flights

Mr. Grant, Parliamentary Under-Secretary of State for Trade, was asked if he will give a general direction to the British Overseas Airways Corporation not to use their aircraft for short round-trip pleasure flights on Sundays; and if he will issue a general direction to the British Airports Authority to prohibit short round-trip pleasure flights from their airports on Sundays. He replied: 'Only three further flights are planned for this year. They will result in only a very small addition to the total disturbance and I do not feel justified in seeking to stop them. But I know there is some public feeling on this issue and I intend therefore to discuss with the organisers whether they propose to continue to seek such flights in future'.

Illegal air travel

The Department is engaged in continuing enforcement activity in the illegal air travel field, Mr. Michael Noble, Minister for Trade, said to a Member. 'But I take it the right hon. Gentleman is referring particularly to affinity group charter flights. So far this year the Department has checked nine such flights by British airlines, and has refused a number of permits to foreign airlines. In addition the Department has prosecuted four travel organisers, in three cases successfully, and fines totalling £885 were imposed, plus costs of £110. Two further prosecutions are pending and other cases are under investigation. I hope to make an early statement about further action that will be taken this winter to deal with abuses'.

Airways Board members

Asked when he will announce the names of members of the British Airways Board, Mr. Noble said: 'I hope to announce further names in December'.

Bribing allegations

The investigations into the allegations of bribing of civil servants concerning group charter air travel are not yet complete, Mr. Noble told a questioner. 'I will consider whether a statement is called for once I have the results of the inquiries now going on'.

Coastal collisions

To a question on the number of collisions or strandings which have taken place off the coasts of Great Britain during the last year, Mr. Grant said that statistics are not available in the form requested. 'But those published by the Liverpool Underwriters' Association indicate that during the 12 months ending September 30, 1971, there were four strandings and nine collisions involving vessels of 500 gross tons or more excluding incidents where there was only minor damage'.

Nuclear ships research

A Member asked what research has been conducted into the cheapness in relation to oil of nuclear propulsion for ships of 80,000 shaft horse power and over; and whether some encouragement for the building of such ships in the United Kingdom would now be given. Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry said that, the Nuclear Ship Study published in April 1971, concluded that nuclear merchant ships would not become economically viable in the forseeable future and that no Government support should be made available for a nuclear ship project. 'In the relatively short time since then there has been no change sufficient to warrant re-appraisal of these conclusions'.

Vessels in the Medway

The Secretary of State for Trade and Industry was asked what increase, in total tonnage, number and size of vessels has taken place and is anticipated for merchant vessels using the Medway estuary; and if he is satisfied that the increasing use of the channel in no way increases the danger of collision with, or disturbance of, the wreck of the ammunition ship s.s. 'Richard Montgomery'. Mr. Grant answered: 'Cargo carried has increased by about 17 per cent since 1964. The annual number of ships has not increased though the largest size has doubled. Ships of 200,000 tons deadweight may well be using the Medway in 1972 and cargo tonnage may increase by 4 per cent. These changes should not increase the dangers bearing in mind the improvements in aids to navigation over the years'.

Channel hazard

A question to the Secretary of State for Trade and Industry, asked if he is satisfied that the newly designated areas for gas and oil exploration in the English Channel, westwards from the Sussex coast and in the Western approaches, will not constitute an English Channel hazard; and what fresh safety precautions will be taken before drilling rigs are established. Mr. Grant said that, although areas have been designated in the English Channel, no applications have been invited as yet for any licences un these areas. In giving consent to the siting of drilling platforms within licensed areas, full consideration is given to the needs of marine safety.

Historic wrecks

DTI is currently reviewing with the interests concerned the law on wreck contained in Part IX of the Merchant Shipping Act 1894, Mr. Grant told a questioner. The review includes the question of giving protection to wrecks of historic or archaeological interest. 'Because of the complexity of the subject this work will take some time, but I am considering in the light of recent events whether it is desirable or practicable to propose early legislation to give some protection to specific wreck sites as a temporary measure'.

TUESDAY, NOVEMBER 16

Low fare Australian flights

The Australian Department of Civil Aviation have sent an official to visit several European countries' aeronautical administrations, including the Department of Trade and Industry, to outline ideas for low cost air transport services directly between Australia and Europe, said Mr. Grant. 'Wide issues arise for the system of international air services, and their economics and tariffs, which are being examined informally between the administrations concerned. The DTI are also continuing to keep in touch with the Australian Department'.

WEDNESDAY, NOVEMBER 17

Danair Comet crash

Mr. Noble was asked what further action he is taking following the recent publication of the outcome of the Spanish Air Ministry's inquiry into the crash of the Comet aircraft belonging to Danair Limited in the Sierra de Montseny on July 3 last year; and if he will now make a further statement. He said that a summary of the report by the Spanish Air Ministry on this accident was released on November 4. The full text of the report will be published in this country as soon as possible. It makes certain recommendations to which the fullest consideration is being given.

Heathrow security

Security measures against theft at Heathrow Airport are primarily the responsibility of the airlines and of the British Airports Authority, said Mr. Davies. 'They maintain a close and continuing liaison with the civil police in trying to deal with this serious problem.' He had been asked what general advice and guidance has been given by his department on security measures at Heathrow Airport.

FRIDAY, NOVEMBER 19

Aircraft noise

Mr. Noble was asked what were the possibly more promising alternatives referred to in his written answer to the honourable Member for Wandsworth, Putney on October 25, on reduction of aircraft noise at London Heathrow Airport, concerning methods other than the two-segment glidepath. 'We are examining the feasibility of curved approach paths, higher altitudes for joining the approach, and means of reducing power on approach. These techniques do not have the disadvantage of requiring more elaborate ground aids or aircraft reinstrumentation,' he answered.

Passenger safety checks

A Member asked what checks were placed on the acceptability of passenger safety certificates as issued by foreign shipping societies or bureaux. Mr. Noble answered: 'Passenger ship safety certificates issued under the International Safety of Life at Sea Convention 1960—to which almost all the major maritime nations are parties—must be in the form prescribed by the Convention. They must be issued either by or on the authority of the Government of the country of registry. Certificates issued by Classification Societies must indicate the Government on whose authority they are issued. In any case of doubt as to the authority of a Society to act, appropriate inquiries would be made through the representatives of the country of registry.'

Government surplus sales

DEPARTMENT OF THE ENVIRONMENT

December 7, 1971

Location: Department of the Environment Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex. (Tel. 01-902 4482)

Auctioneers: Messrs. Fuller Horsey, Sons and Cassell, 10 Lloyds Avenue, Fenchurch Street, London EC3N 3BJ. (Tel. 01-709 1001)

Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.
Catalogues: price 5p direct from auctioneer.
View days: day preceding and morning of sale.

MINISTRY OF DEFENCE

November 30, 1971 Miscellaneous Stores

Location: Regional Depot, Ordnance Support Unit, RAOC, Barlow, Nr. Selby, Yorks.

Auctioneers: Bartle & Son (Dept L), 52 Merrion Street, Leeds LS2 8JH. (Tel: 0532 20898)

10-ton roller; concrete mixer; diesel fork lift trucks; drilling and grinding machines; guillotine and shearing machines; circular saws; welding equipment; lubricating equipment; charging sets; compressors and pneumatic tools; firefighting equipment; cable; tyres; electrical, signal and wireless equipment; MT spares; tool kits and hand tools; hydraulic and screw jacks; household and kitchen equipment; ladders; ironmongery; plastic sheets 160 ft × 90 ft; electric fires and irons; watches; compasses; tents; canvas; carpets; curtains; kitbags; camp equipment; blankets; sheets, etc; blue and khaki greatcoats; battledress; denims; raincoats; overalls; shoes and other clothing; chairs; tables; wardrobes; chests of drawers; desks; beds and numerous items of other miscellaneous stores.

December 1-2 Miscellaneous Vehicles, Road Making Equipment, Heavy Engineering Plant

Location: Ordnance Storage and Disposal Depot, Ruddington, Notts.

Auctioneers: Walker, Walton & Hanson (Dept L), Byard Lane, Bridlesmith Gate, Nottingham MG1 2GL. (Tel: 0602 54272)

Commercial vehicles including, heavy duty trucks and tractors; excavators; loading shovels; dozers; half tracks; graders; dumpers; fork lift trucks; trailers; 20-ton tractors; breakdown trucks; hydraulic tippers; refuellers; saloon cars; estates; travellers; light vans; motor cycles, etc.

December 7 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon.

Auctioneers: Midland Marts Ltd (Dept L), Market Square Bicester, Oxon OX6 7AL. (Tel: 08692 2073)

Heavy engineering equipment including, compressors; agricultural tractors; dumpers; cranes; loading shovels; concrete mixers; vehicle spares; ratchet and screw jacks; tyres; machine tools; portable field ovens; various paints; delivery and suction hose; welding sets; furniture; miscellaneous kitchen equipment; clothing including, drill shorts; green bush jackets; white shirts; vests; denim overalls; blue greatcoats and battledress; haversacks; mixed rags; plastic sheets 160 ft × 90 ft; webbing etc; large quantities of other general stores.

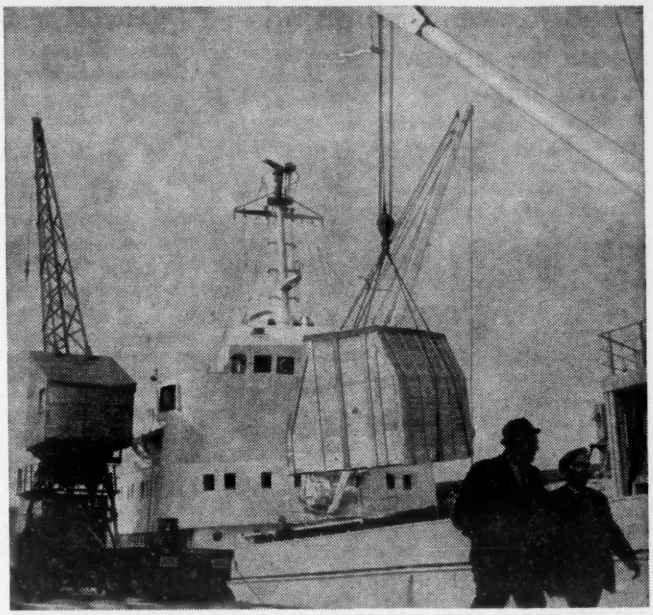
December 14-15 Miscellaneous Stores

Location: Ordnance Storage and Disposal Depot, Branston, Staffs.

Auctioneers: Arnold & Son (Dept L), 'Modwena', 13 Market Place, Burton on Trent, Staffs. (Tel: 0283 64657)

27½ KVA generators; fork lift trucks; mild steel and fibre glass fuel tanks; scrap lead batteries; foot and hand air pumps; vehicle spares; tyres; turbo generators; wooden boxes; machine tools including, pedestal and pillar drills; capstan and centre lathes; hydraulic press; guillotines; sawing machines; bending and rolling machines, etc; scrap textiles; various items of surplus clothing; various cloths; furniture and large quantities of other general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (postal order only).



Part of an order for custom-built shot blasting equipment being loaded on board the m.v. Baltic Viking *at Manchester Docks for shipment to Russia. The equipment, manufactured by Tilghman Wheelabrator Ltd. for V/O Metallurgimport, was specially packed by Constantine-Lloyd Ltd., Manchester, into 'dog-kennel' cases to conform to Russian railways loading gauge. Each case, weighing 9 tons 6 cwt., must meet the stringent packing specifications laid down by the Russian Authorities.*

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Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

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Air miss reports (A)	April 1, 1970
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Trade by air (6-M)	Oct. 21, 1971
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Royalty transactions (A)	Mar. 31, 1971
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Feb. 10, 1971
Steel consumption (Q)	Nov. 18, 1971
Stocks:	
Distributive and service trades (A)	April 28, 1971
Industry's stocks (Q)	Oct. 14, 1971
Retail (M)	Nov. 18, 1971
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Activity in the textiles industry (Q)	Nov. 11, 1971
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	Nov. 4, 1971
Hosiery production (M)	This week
Wholesale houses sales (M)	Nov. 18, 1971
Wool exports (Q)	Sept. 9, 1971
Wool output (M)	Nov. 4, 1971
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	Nov. 11, 1971
UK official reserves (M)	Nov. 11, 1971
Wholesale prices:	
Average prices of selected commodities (A)	Feb. 24, 1971
Index nos. (M)	Nov. 18, 1971

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	Oct. 7, 1971
Business Monitor titles	Nov. 18, 1971
Customs notices of interest to exporters	Oct. 7, 1971
Directory of DTI (formerly BOT) departments and their work	April 8, 1970
DTI addresses (former BOT offices)	Oct. 21, 1971
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	Sept. 30, 1971
Index Jan.-Mar. 1971	May 26, 1971
Official receivers offices	May 20, 1970
Programme of trade promotions	Oct. 21, 1971
Release dates of economic statistics	This week

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
Ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963 26,793	1963	1963 21,763	1963 20,127	1963 20,127	1966 11,372	1963 4,912	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111.7	115	114	106	..	121	124	119	127	117	376	263	47	31
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	135	135	113	103.6	139	131	144	146	142	158	23	75	41
1969	118	122.9	144	143	113	103.0	138	140	148	131	131	346	232	26	27
1970	120	124.1	157	155	116	104.2	140	152	157	118	136	329	214	42	51
1969 3rd qtr	119	123.2	145	144	113	103.2	139	145	155	131	130	57	4	10	8
4th qtr	119	123.3	147	147	114	102.9	138	145	153	125	130	91	74	2	—
1970 1st qtr	117	123.8	149	149	114	103.3	134	145	146	114	132	–16	42	1	–32
2nd qtr	121	123.5	155	154	116	104.2	143	153	163	119	138	116	55	12	26
3rd qtr	120	124.3	160	158	117	104.6	141	154	156	120	134	117	44	7	13
4th qtr	122	124.6	163	160	117	104.7	143	157	165	119	139	112	72	23	44
1971 1st qtr	118	124.5	164	162	116	101.9	139	147	148	114	148	84	70	2	–62
2nd qtr	121	126.3	169	170	119	104.3	142	142	163	122	142	–67	–116	13	38
3rd qtr		126.4 p				105.4									
Mar		122.8				103.0									
Apr		125.4				104.7									
May		126.0				104.9									
Jun		127.5				103.4									
Jul		126.0 p				105.0									
Aug		126.1 p				106.1									
Sept		127.1 p				105.2									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electric goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry§§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports(‖)	Exports(¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112.1	*4.8*	105.4	106.8	157.9	308	265	24,784	116	112	–52
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	120	121	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24 476	130	120	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	159	146	–288
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	440
1970	125	140.2	*6.4*	126.2	127.7	217.7	574	186	24,135	181	184	579
1969 3rd qtr	115	132.0	*5.0*	121.4	120.3	197.8	547	200	24,285	165	171	172
4th qtr	117	133.7	*5.1*	124.1	121.7	201.6	544	199	24,249	169	172	167
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	561	192	24,275	171	180	206
2nd qtr	122	139.5	*5.8*	126.1	126 6	214.0	563	187	24,138	183	183	113
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	592	185	24,072	178	175	69
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	581	177	24,054	190	199	191
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	631	146	23,824	189	186	79
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4 r	725	131		199	212	237
3rd qtr	120 p	155.3	*10.1*	133.9 p	139.2 p	248.5	802	121		198 p	218 p	
Apr	117	152.2	*9.4*	132.9	136.3	239.3 r	704	129		200	213	
May	117	153.2	*9.8*	133.0	137.3	242.8 r	731	130		193	206	
Jun	116	154.3	*10.3*	133.5	138.0	245.1 r	740	133		203	218	
Jul	118 p	155.2	*10.1*	135.3	139.0	247.1 r	788	122		198 p	214 p	
Aug	118 p	155.3	*10.3*	133.8	139.3	248.6 r	799	123		192 p	216 p	
Sept	120 p	155.5	*9.9*	132.5 p	139.4 p	249.7	819	118		203 p	224 p	
Oct		156.4	*9.4*	132.1 p	139.6 p	250.4 p	833	116		202 p	216 p	
Nov							855 p	117 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries.

newtechnology

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Hydrostatic Extrusion and Hydrostatic Forming

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and

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New Technology

Since it started its pioneering investigations over 15 years ago, the Department of Trade and Industry's National Engineering Laboratory has been in the forefront of research into the application of hydrostatic pressure to metal-working processes. This article outlines the advantages of hydrostatic extrusion and hydrostatic forming, and reviews the progress made so far towards developing these techniques into commercially viable propositions. More information on NEL's work can be obtained from Dr. H. Ll. D. Pugh, Hydrostatic Extrusion and High Pressure Division, National Engineering Laboratory, East Kilbride, Glasgow (Tel.: East Kilbride 20222).

During his attendance at the 21st Meeting of the International Institution for Production Engineering Research in Poland last September, Dr. Pugh was awarded the Stanislaw Staszi Medal by the Rector of Cracow Academy of Mining and Metallurgy in recognition of his 'outstanding contributions to metal forming'.

Forming Processes, Formability and Hydrostatic Pressure

HYDROSTATIC extrusion and the application of hydrostatic pressure to other forming processes are developments which could well revolutionise the field of cold forming—and in the not too distant future, at that. The bulk of the pioneering and development work has been carried out—independently, but almost concurrently—in two countries: by the Hydrostatic Extrusion and High Pressure Division of DTI's National Engineering Laboratory, East Kilbride, and by Russian investigators working at the High Pressure Laboratory of the Academy of Sciences of the USSR, Moscow. Both laboratories have done a considerable amount of research in this field, especially on hydrostatic extrusion. Suitable equipment has been developed, the relationship between process variables and the properties of the hydrostatically formed product has been studied, and the potentialities of the process have been evaluated vis-à-vis a wide range of materials. In short, hydrostatic forming has been transmuted from an academic curiosity into a process of great industrial potential, with the result that work is now in progress—again with emphasis on hydrostatic extrusion—also in many other countries, particularly Sweden, the USA and Japan.

Hydrostatic extrusion was first so named by NEL researchers. Essentially a method of extruding a billet through a die by means of a pressurised medium instead of a mechanical ram, it differs from conventional extrusion in the fact that, during deformation, pressure is exerted on the sides of the billet as well as on its back face (see Fig. 1). Developing the process to a practical proposition entailed the solution of many problems (not the least those posed by lubrication, process control, and the sealing of the high-pressure liquids), but, as can be seen from the *box* on page ii, the advantages attained are considerable. The general result is to facilitate extrusion; to lower the extrusion pressure for a given extrusion ratio; to enable long billets to be extruded (even in the form of flexible coils); and to minimise risk of cracking—so permitting extrusion of materials too brittle to be worked by conventional cold extrusion. In effect, therefore, hydrostatic pressure is exploited in the extrusion process mainly as a substitute for the mechanical

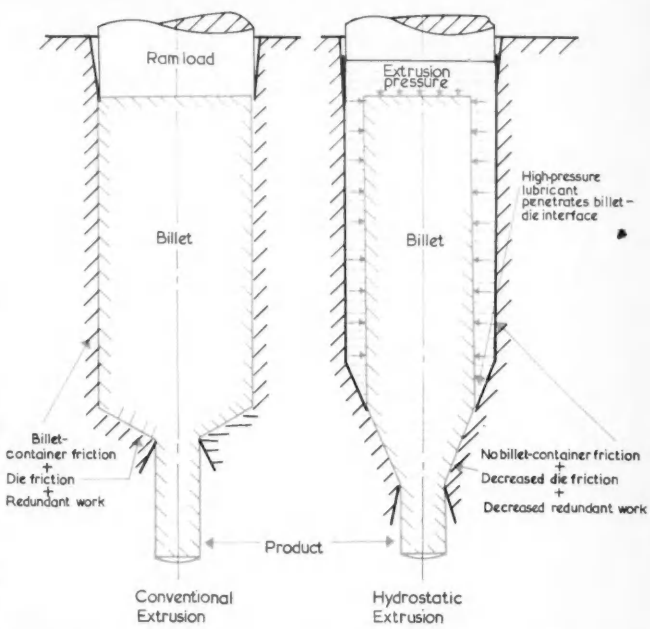


Figure 1. *Comparison of conventional and hydrostatic extrusion.*

Some of the advantages of hydrostatic extrusion over conventional extrusion

1. Friction at the billet/container interface is eliminated, so rendering extrusion pressure independent of billet length.
2. The fluid (often incorporating a dispersed lubricant, such as molybdenum disulphide) is dragged along the billet/die interface and provides continuous effective lubrication during extrusion of long billets.
3. In the absence of contact between billet and container, the all-round fluid support prevents deformation and buckling above the die, acts as a flexible, frictionless container capable of accommodating either rigid or flexible billets of any length, section or shape, and allows billet rotation during the extrusion of helical products.
4. In the hydrostatic process the pressurised fluid is able to follow the billet into the die, and small-angled dies can therefore be used to reduce the extrusion pressure and avoid the piping defect, with the result that the discard is negligible. Since, furthermore, heavy surface shearing can in this way be avoided, product properties are improved, and it becomes possible to prevent the cracking to which many materials are subject when conventionally extruded.
5. The pressurised liquid can be utilised to provide external lateral support for thin-walled dies, so obviating the need for heavy shrink rings.

Fig. 2 gives some idea of the reductions obtained by hydrostatic extrusion through a single die.

extrusion tooling employed in conventional plant.

Far-reaching principles, which have already been applied in overcoming the limitations of a range of conventional metal-forming processes, have emerged also from NEL's research into the influence of hydrostatic pressure on the behaviour of materials. Some of these principles derive from the finding that subjecting a work material to a high hydrostatic compressive stress during cold working can reduce the damage it suffers. When a material is plastically deformed, voids or microcracks occur in the deforming region at locations where the tensile stresses are sufficiently high. The microcracks initiate either because the material fractures or because the bond between rigid inclusions and the deforming matrix breaks down, and, as the process of deformation continues, they link up to form perceptible cracks, which eventually lead to failure of the material. The superimposition of a high hydrostatic compressive stress does not affect the *mechanism* of plastic deformation (which is, after all, dependent on shear stresses or differences in principal stresses); it does, however, make all the stresses 'more compressive', and hence reduces the absolute values of the tensile stresses at any location to below the critical level for crack formation. This explains why under high hydrostatic pressure a given amount of plastic deformation (whether in terms of quantity or change of shape) does less damage to the work material than it otherwise would. It follows that the presence of such a pressure 1) enables metals to be deformed to a much greater extent without fracture, and 2) reduces the adverse effects of cold working on properties. The latter result is of particular significance, since it enables the increase in strength associated with cold working to be achieved without the associated loss in ductility which has hitherto been regarded as inevitable.

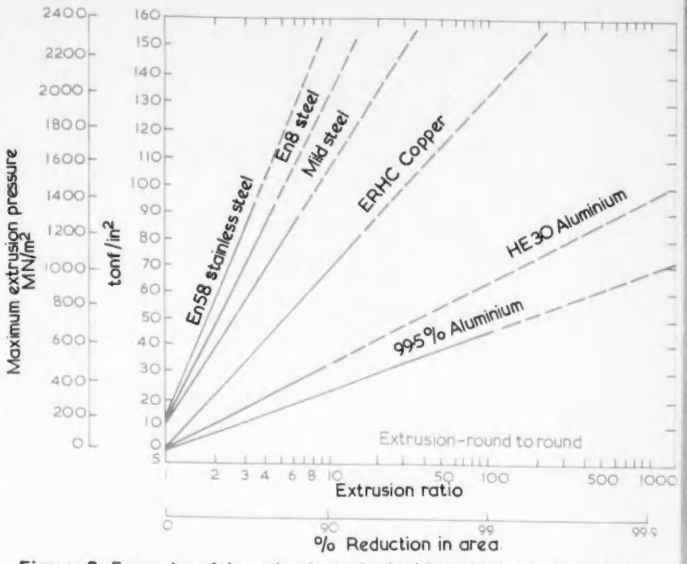


Figure 2. *Examples of the reductions obtainable by hydrostatic extrusion through a single die.*

Obviously, therefore, as a direct result of these factors, substantial improvements can be secured in those metal-working processes (eg, extrusion, forging, etc.) in which the stress system in the deforming region is predominantly compressive. But what of processes in which the stress system in the deforming region is predominantly tensile? For another principle arising from NEL's work is based on the finding that hydrostatic pressure has no effect on the tensile instability of metals, and consequently has no influence on the initiation of necking under tension. It follows that the limitations in reduction in area and in draw ratio associated with those metal-working processes in which necking is a limiting factor cannot be removed by simply superimposing a hydrostatic pressure: any consequent increase in ductility would not prevent necking, but would result merely in a smaller area of fracture in the necked region. This disappointing conclusion at first appeared to carry with it the implication that no advantage would be gained from applying hydrostatic pressure to drawing processes. In fact, however, it has led to novel developments in which hydrostatic pressure is used to 'invert' such processes so as to eliminate the conditions which lead to necking and which are hence responsible for process limitations: in other words, hydrostatic pressure is used to prevent the occurrence of dominant tensile stresses during deformation. At NEL and elsewhere this approach has been explored in experimental programmes which have resulted in new concepts of metal working and in the development of totally new processes. As will be apparent from the examples outlined in other sections of this article, the new processes employ the same type of starting material as comparable conventional methods, and give basically the same type of product; but there the resemblance ends, since they offer substantial advantages—either in terms of the process itself or of its effects on properties—over existing techniques. For instance, the reductions in area available in hydrostatic extrusion-drawing of wire could not possibly be achieved in a single pass in conventional wire drawing; the draw ratios obtainable by hydrostatic deep drawing are far greater than those feasible with normal deep drawing; and by applying axial compression to controlled tube expansion much larger diameter expansions than hitherto can be obtained with no significant reduction in wall thickness. Basically these benefits are linked with process modifications. Other benefits are reflected in the properties—particularly the ductility—of the material being formed. Though the presence of a superimposed hydrostatic stress in, for example, differential-pressure extrusion does not have a marked effect on those materials whose ductility is high, the advantages for

low-ductility materials are considerable, especially when viewed against the fact that many of the materials developed for the 'newer' technologies—such as those linked with the aviation, space and nuclear-energy industries—are difficult to form because of their inherent high strength and/or lack of ductility. The difficulty is not only in the actual process of forming them, but also in retaining as much of their ductility as possible during the deformation process. The potential of the hydrostatic-forming processes in this field is obvious.

Hydrostatic Extrusion-Drawing of Wire

In its basic form, hydrostatic extrusion can suffer from the risk of instability under certain conditions: initially due to the occurrence of a breakthrough pressure in excess of the run-out pressure; and subsequently (during extrusion) as a result of stick-slip action arising from variations in lubrication conditions. This instability manifests itself in rapid changes in the speed of extrusion, and can even result in violent ejection of the product from the container. Obviously, therefore, some method of control has had to be developed to make the process industrially acceptable. There are several possible approaches to the problem. One of these is based on the use of some form of viscous damper capable of inhibiting the rapid changes in velocity. Another involves setting the hydrostatic pressure at a value just insufficient to extrude the billet, and then initiating and maintaining extrusion by applying a small, direct, stable force to the billet or product—either by pushing the billet (billet-assisted hydrostatic extrusion) or by pulling the product (hydrostatic extrusion-drawing). The extrusion force is provided by the fluid pressure, and speed of extrusion is determined by the supplementary mechanical force. Hydrostatic extrusion-drawing is in many ways a more positive and attractive method of eliminating instability than viscous damping: the supplementary draw stress, for example, facilitates initial sealing at the die, enables a higher extrusion ratio to be obtained for a given pressure, and exerts control over the straightness of the product. This therefore was the system adopted by the National Engineering Laboratory in designing and constructing experimental and prototype-industrial extrusion equipment.

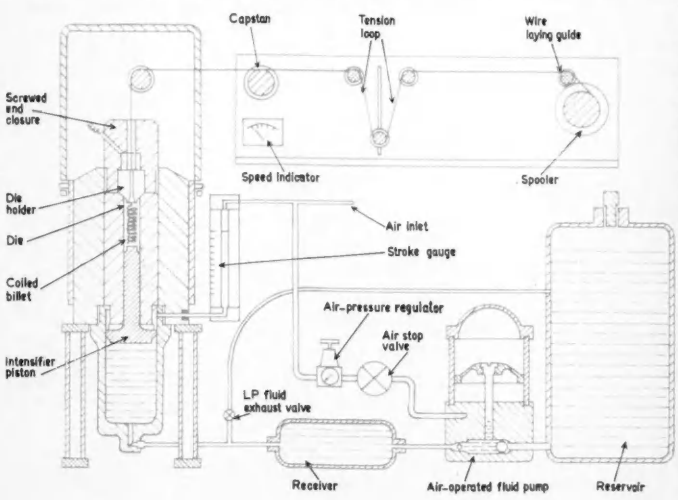
One of the applications which NEL considered to be particularly suitable for hydrostatic extrusion was the production of wire. The argument ran along these lines. In conventional wire drawing the reduction per pass is limited by the tensile strength of the product, and generally ranges from 10 to 30 per cent. In hydrostatic extrusion, in contrast, the absence of tensile stresses means that the maximum extrusion ratio is governed only by the maximum fluid pressure which can be accommodated by the high-pressure container. Consequently the reduction perpass can be much higher than in wire drawing, particularly in processing softer materials (NEL has, for example, achieved ratios as high as 1400/1 in extruding 99.5 per cent aluminium). And this argument was supported by a paper comparison of the two processes (see Table 1), which, based on production of 0.025-mm-diameter copper wire from 0.18-mm billet materials, suggested that the considerable reduction in the number of dies, capstans and inter-stage operations obtained by using extrusion-drawing would make the hydrostatic process a keen competitor to wire drawing for such materials as copper, aluminium and gold. Of interest in this context is the recent setting up of a new company in the USA specifically to exploit the process in the production of fine gold and aluminium wire for the electronics and solid-state industry.

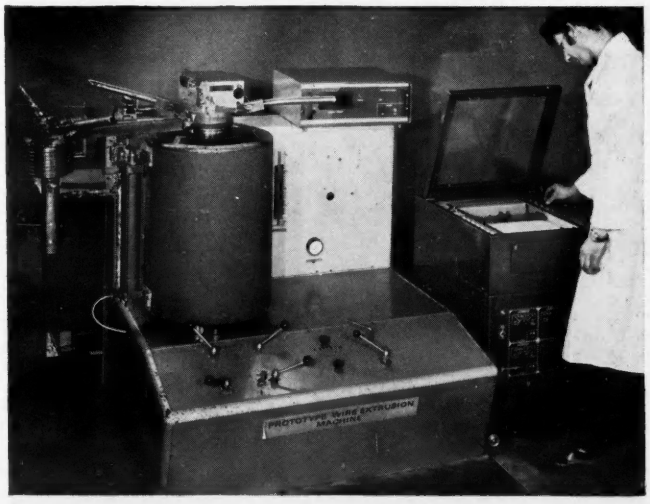
NEL also concentrated on fine-wire production. Conventional wire drawing is, after all, a very efficient process, carried out on highly sophisticated machines; and, in principles at least, it is a continuous process. Extrusion-drawing, in contrast, is basically an intermittent technique, and, in comparing it with wire drawing, NEL therefore sought to minimise the disadvantages inherent in the newness of the process by selecting an area in which wire drawing is also rendered intermittent by breakage: ie, they applied the process to production of fine wires. Fig. 3 illustrates the laboratory experimental machine designed and constructed for the exploratory evaluation. An air-operated pump transfers oil from the reservoir (via a receiver which smooths out the

Table 1
Conventional wire drawing compared with hydrostatic extrusion-drawing in reducing annealed copper wire from 0.175 to 0.025 mm in diameter.

Process features	Conventional wire drawing	Hydrostatic extrusion-drawing
Machines	2	1
Dies	42	1
Capstans	42	1
Main driving force	Tension	Fluid pressure
Production speed (m/s)	6	12-18
Average finished spool load (kg)	0.34	2.4

Figure 3. *Left: gen eral arrangement of NEL machine for controlled hydrostatic extrusion-drawing of wire, Right: prototype production machine*

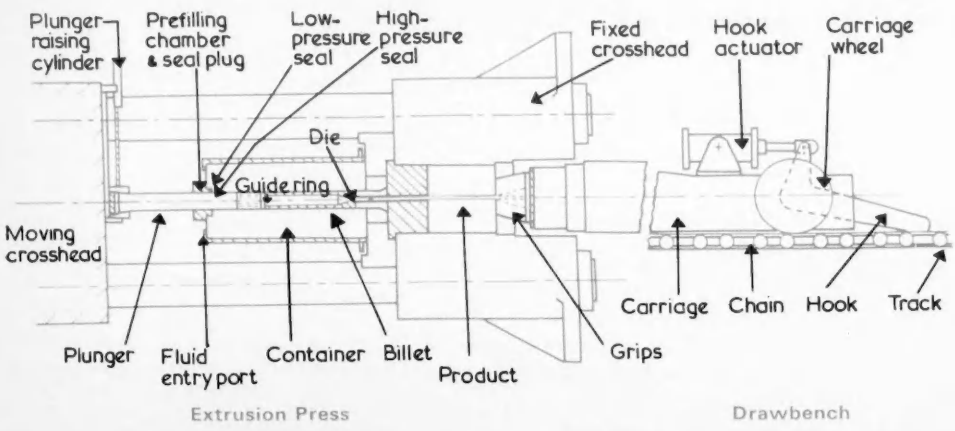




pressure pulses) into the low-pressure side of an intensifier. The pressure at the low-pressure side is about 1.5 kbars, and, since the intensifier piston has an area ratio of 12/1, a maximum pressure of 18.5 kbars can be generated in the extrusion container. The extrusion pressure is maintained at a constant value by means of an air-regulator valve which governs the pressure of the air supplied to the pump, which, in turn, controls the pressure of the fluid delivered to the intensifier. The whole equipment occupies an area of 1370 mm by 380 mm. The billet generally consisted of 60 m of 0.25-mm-diameter copper wire coiled into a convenient overall size, and products less than 0.05 mm in diameter were obtained. About 200 coiled copper billets were successfully extruded without wire breakage—some at a ratio of 6.25 and product speeds up to 55 m/s; others at a ratio of 4 and a speed of 15 m/s, giving wire in diameters as low as 0.037 mm.

These results having confirmed that the machine's design was suitable for scaling up, the Laboratory built a prototype production machine to establish, under realistic conditions, whether hydrostatic extrusion-drawing could compete with wire drawing on a bulk-production basis. Designed to accommodate a 3.8-kg charge of coiled copper wire billets, and to be reloaded much more rapidly than a wire-drawing machine can be re-threaded after wire breakage, the prototype machine has a working pressure of 18.5 kbars, a container-bore diameter of 63.5 mm, a plunger working stroke of 200 mm and a production speed of up to 50 m/s. It operates on the same principles as the experimental machine, but incorporates various refinements relating to loading, coil handling and control instrumentation. Test results to date hold out promise that the machine will prove commercially competitive with existing methods of fine-wire production.

Figure 4. *NEL 500/20-ton horizontal hydrostatic extrusion-drawing press. Below: the general arrangement of the press. Bottom left: the press with drawbench in position and the bull-block wire-drawing machine near it in the background. Bottom right: billets and products.*



NEL's 500/20-ton Horizontal Hydrostatic Extrusion-Drawing Press

In addition to the hydrostatic extrusion-drawing equipment developed for fine-wire production, NEL has designed and constructed a unique facility for hydrostatic extrusion-drawing of rigid billets into flexible and non-flexible products in a range of section sizes. Using interchangeable high-pressure containers, billets up to 70 mm in diameter and 510 mm long can be extruded at a maximum pressure of 11 kbars, and billets up to 45 mm in diameter and 510 mm long at a maximum pressure of 25 kbars. The machine (see Fig. 4) consists of three basic units: the hydraulic press, a bull-block wire-drawing machine, and a single-chain drawbench (the last two being interchangeable). The press has a capacity of 500 tons and a ram speed of 510 mm/min. For extrusion of rigid products the drawbench—of 20 tons capacity, driven through a coupling with a constant-torque characteristic and capable of drawing 6-m-long products at speeds up to 18 m/min—is coupled to the press. To extrude flexible products, the detachable front part of the drawbench is displaced to permit the rail-mounted 300-mm-diameter bull-block wire-drawing machine to be moved into position. This machine is capable of applying to products a pull of up to 500 lb at speeds ranging up to 750 m/min, and indeed has already been successfully used at maximum speed to produce 1-mm-diameter aluminium wire from a 38-mm-diameter rigid billet. Both the wire-drawing machine and the drawbench are fitted with devices to indicate when a predetermined length of product has been obtained, and both incorporate a rapid-stop and tension-release system. Extrusion pressure, tension and product speed are continuously recorded.

Because of its technical and economic advantages, the particular form of the hydrostatic extrusion-drawing process embodied in the NEL machine would seem to be the most promising for many industrial applications. It offers attractions as a method of processing discrete lengths of ferrous and non-ferrous metals, particularly in non-circular sections, and in many cases could well supersede such conventional operations (currently used singly or in combination) as rolling, hot extrusion and drawing. For example, with

the much larger reductions obtainable per pass, one extrusion-drawing operation could replace the multiplicity—possible as high as 10 or 20—of drawing operations (to say nothing of the associated interstage annealing and relubrication processes) now required to obtain long closely-toleranced products of various sections suitable for slicing up into such components as gears, reamers and ratchet wheels for car locks, etc. *A propos*, the NEL equipment is now being utilised in a programme of contract work directed towards obtaining specific products by a hydrostatic extrusion-drawing process instead of by the conventional succession of drawing operations.

The recent announcement that National Standard Company (USA) has ordered a 4000-ton hydrostatic-extrusion machine for production of copper-clad aluminium rods can be seen as further evidence of the growing commercial interest in the hydrostatic process. Costing some £1 million, the machine will be manufactured by ASEA (Sweden), for installation in the UK. The rods produced will be drawn down to wire for domestic and other electrical applications. It is understood that a Japanese firm is buying a similar machine, and that ASEA is also to build one for its own use.

Continuous Hydrostatic Extrusion

In the form in which it has been developed to the point of commercial viability, hydrostatic extrusion is an intermittent process. The billet, whether rigid or coiled, has to be immersed entirely in the high-pressure fluid, and its length is therefore limited by the size of the high-pressure container. This fact of course places hydrostatic extrusion at a disadvantage vis-à-vis such continuous processes as wire and rod drawing, and in various countries, including the UK, consideration is therefore being given to the feasibility of evolving a continuous method.

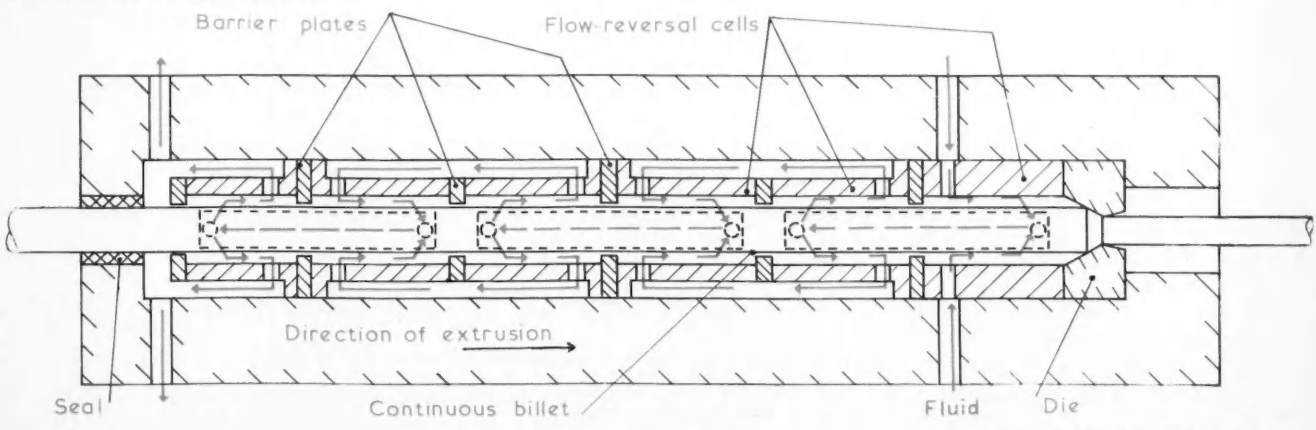
The problems are great. A long billet cannot be extruded simply by passing it through the chamber containing the high-pressure fluid, since the longitudinal stress necessary for extrusion could not be generated in the billet: indeed, the only motion possible would be back through the point of entry. Nor would it be possible to feed the billet from atmospheric pressure into the high-pressure chamber. To achieve a continuous process, two main conditions have consequently to be met First, a longitudinal stress—large enough to effect extrusion—has to be generated in the billet. Second, the pressure of the fluid at any point along the length of the bar has to match the axial stress at that point, so that the pressure difference is nowhere greater than the yield stress of the material. The practical difficulties posed by these prerequisites led initially to work on the less difficult process of semi-continuous extrusion, in which billet feeding and extrusion are separate parts of the process cycle. Various types of equipment were developed at a number of laboratories, including one by NEL operated basically as follows: the billet is introduced into the chamber in close contact with a movable extrusion die in sliding fit with the chamber; the chamber is pressurised; the billet is clamped; the die is advanced to effect the extrusion; and this procedure is then repeated until extrusion is complete.

To a great extent, however, such semi-continuous processes have now been overtaken by a development by Fuchs, of Western Electric Company, USA. Using a new form of motivating force, Fuchs has succeeded in developing a practical method of continuous hydrostatic extrusion which is directly competitive with, and potentially superior to, conventional techniques. To satisfy the two prerequisites for a continuous process referred to above, he lengthened the high-pressure container and incorporated a number of relatively short fluid-reversal cells into the bore. Into the first of these, adjacent to the die, he pumped a high-pressure highly-viscous liquid, and, by making it flow through the annulus between the billet and the bore of a the cell, exerted a viscous drag on the billet in the direction of extrusion. The fluid circulates to each of the cells in turn, in each cell exerting a further drag on the billet, and experiencing a further reduction in pressure until it eventually reaches atmospheric pressure. The cumulative total of viscous drag exerted in each cell generates the extrusion force. With this machine (the general arrangement of which is illustrated in Fig. 5) Fuchs has reduced 9.55-mm rod in commercial-purity aluminium to 1.15- and 0.55-mm wire at extrusion ratios of 70 and 350, respectively. Work is now in progress at NEL on a similar system, with a view to determining the parameters involved and developing a commercially viable process.

Differential-Pressure Extrusion

Working from the principle that brittle materials emerge severely cracked from conventional extrusion because insufficient hydrostatic compressive stress is set up by the tooling, NEL reasoned, and subsequently confirmed, that cracking could be inhibited if the hydrostatic component in the deformation zone were increased by extruding the material into a pressurised liquid (back pressure). Further research along these lines led to the Laboratory's development of differential-pressure (or fluid-to-fluid) extrusion—a novel process which combines the advantages of back pressure with those of hydrostatic extrusion, and which is one of the few known methods capable of cold extruding such high-strength materials

Figure 5. *Reverse-flow viscous-drag method of continuous hydrostatic extrusion developed by Fuchs.*



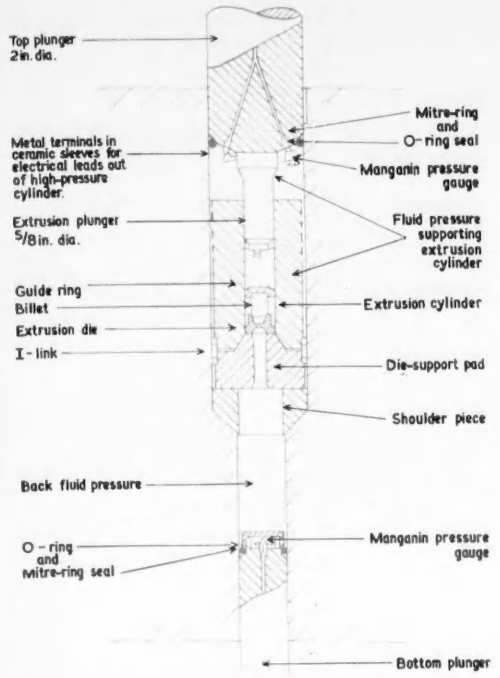


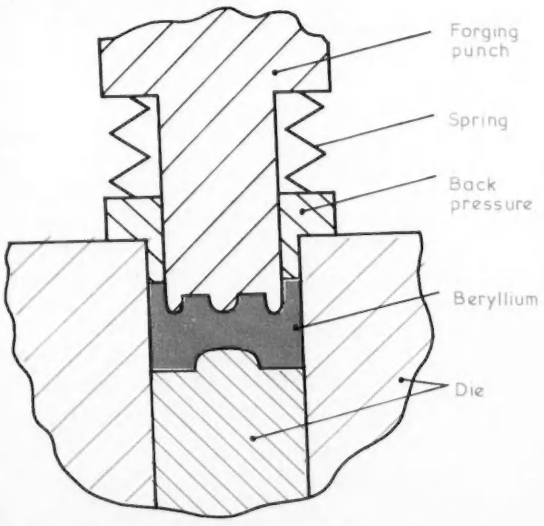
Figure 6. *Two-stage apparatus for differential-pressure extrusion.*

as refractory-metal alloys and intermetallics. Applied to normal materials, it is the only process enabling the increase in strength resulting from cold working to be obtained without sacrificing ductility. The equipment (see Fig. 6) is basically the same as for hydrostatic extrusion, except that the volume below the die is filled with a liquid at a pressure controlled to ensure that the pressure above the die exceeds that below it by the extrusion pressure.

Forging

The principle of applying a restraining pressure to inhibit fracture in metals has often been employed unwittingly in the past, using methods other than fluid pressure to exert the restraint: forging of brittle metals jacketed in a strong ductile metal is one example. The subsequent realisation that the effect was explicable in terms of the role of hydrostatic stress brought with it forging techniques in which back pressure or restraint is deliberately introduced to facilitate deformation. One such—a closed-die forging technique developed for forming beryllium—is illustrated in Fig. 7. The restraint is here exerted by an ancillary spring-loaded annular punch which applies pressures to the outer annulus of the beryllium as it is being formed. As the forging punch is driven into the billet, it compresses the spring further, so increasing the back pressure on the beryllium and ensuring a sound uncracked product.

Figure 7. *Spring-loaded forging of beryllium.*



Upsetting or Flanging

The application of hydrostatic pressure to other forging operations has resulted in the development of several new processes. Two examples:

★ In one method of upsetting a rod against hydrostatic pressure the die cavity is filled with a suitable pressurising medium (eg, a low-melting-point alloy), and the end face of the billet is then extruded into the die cavity. As the work material deforms, a pressure is generated in the low-melting-point alloy, so providing the restraining compressive stress at the periphery of the deforming part of the billet. During the upsetting process, the alloy is radially extruded through escape ports, and, by altering the extrusion ratio, the restraining compressive stress can be altered to suit existing conditions. The presence of the 'back pressure' enables much larger crack-free flanges to be produced than would otherwise be possible.

★ The limitations of conventional methods of tube flanging restrict the thickness of the flange to that of the tube wall. In the hydrostatic process, however, a tube can be worked to give a range of flange thicknesses. The equipment approximates to that for differential-pressure extrusion. To form the flange, the tube is hydrostatically extruded into a radial die closed by a movable facing die, and the required flange thickness is built up, against a restraining pressure, by moving the facing die downwards to increase the die cavity. This process has been employed with copper tubes to produce flanges with thicknesses 4 times and diameters 1.4 times those of the tube.

Tube Expansion

In the conventional process the tube expansion attainable is limited by the onset of necking, which leads to fracture as a result of the tensile hoop stresses occurring in the expanded tube. In one method of hydrostatic expansion, developed by Fuchs, the 'inversion' of the process necessary to eliminate tensile stresses is achieved by subjecting the tubular blank to a hydrostatic internal pressure and surrounding the tube during expansion by a fluid at a lower supporting pressure. Necking is avoided by applying to the tube a controlled axial compressive stress to shorten it as it expands. The general set-up is shown in Fig. 8. The press has two opposed rams. One forces a sliding die into the pressure container to compress the tube axially and to increase the pressure in the liquid surrounding the tube. Simultaneously the opposing high-pressure ram increases the pressure of the fluid inside the tube to the level necessary to expand the tube, and this combined operation enables the expansion to be achieved with no change in wall thickness. The axial compression is made possible by two effects of the high-pressure liquid: it eliminates the friction which would normally inhibit shortening (the tube is virtually floating on the liquid); and it provides the lateral support which prevents buckling.

Using this type of equipment, copper tubes have been ex-

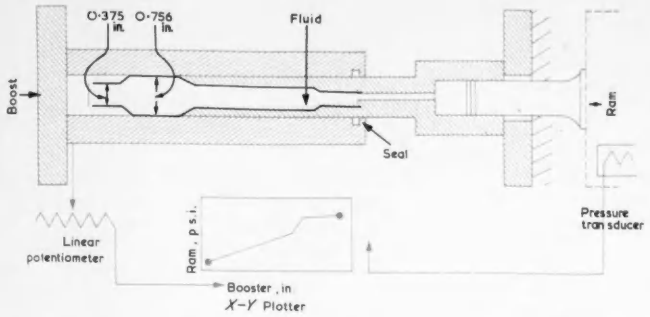


Figure 8. *Process for controlled hydrostatic tube expansion developed by Fuchs.*

panded to as much as twice their initial diameter with no marked change in wall thickness. The process is now being taken up industrially for the production of a variety of components, large and small, ranging from waveguides to differential housings.

Deep Drawing

In conventional deep drawing, a punch pushes a flat blank through a die in order to produce a cup-shaped product. The process is limited by the tensile stresses generated in the cup wall, which lead to necking and fracture, and the practical limiting draw ratio (ratio of blank diameter to cup diameter) is about 2.5. In the 'inverted' deep-drawing process, the motivating force is provided by a pressurised fluid which causes the blank to extrude radially inwards towards the die, and the punch merely guides the work material in a perpendicular direction to form the can. The tensile stresses are virtually eliminated, and draw ratios as high as 6, and wall thicknesses less than half that of the blank, have been achieved in initial investigations. And—an excellent demonstration of the absence of tensile stresses—the process can even produce cups in plasticine!

Other Forming Processes

Various investigations have shown that the principles of hydrostatic forming can also be applied with advantage to such operations as bending, shearing, blanking and cropping. Again, in the field of powder processing, high-pressure equipment for isostatic compaction is already available, and preliminary tests have demonstrated the feasibility of hydrostatically extruding encapsulated powders.

Further Reading

For a detailed survey of the whole field of hydrostatic forming, readers are referred to Chapter 9 (*Hydrostatic Extrusion*) and Chapter 10 (*The Application of High Pressure to the Forming of Metals*) of **'The Mechanical Behaviour of Materials under Pressure', edited by H. Ll. D. Pugh and published by Elsevier Publishing Company, December 1970.**

The line drawings included in the present article are reproduced from the book by permission of the publishers.

British Calibration Service: Approved Laboratories

A ready-reference list of laboratories approved by the British Calibration Service to measure, to calibrate and to issue BCS Certificates of Calibration was published in *New Technology* Number 45 (April 1971), and this list was brought up to date in *New Technology* Number 49 (August 1971). Since then, the following additional laboratories have received BCS approval. The measurement category is given first, followed by the name of the laboratory, the address of the parent organisation, and the name and the telephone number of the head of the laboratory.

Electrical (dc and lf) (hf)
Electrical and Electronic Calibration Laboratories,
Marconi Instruments Ltd.,
Service Division,
The Airport,
Luton, Bedfordshire LU2 9NS.
Mr. D. R. L. Webb,
Luton 33866, ext. 27.

Electrical (hf)
Microwave Standards Laboratory,
Marconi Instruments Ltd.,
Sanders Division,
PO Box No. 10,
Gunnels Wood Road,
Stevenage, Hertfordshire SG1 2AU.
Mr. B. A. Murphy,
Stevenage 2311.

Mechanical
Avery Calibration Service,
W. & T. Avery Ltd.,
Tame Bridge,
Walsall, Staffordshire.
Mr. A. Heward,
Walsall 21361.

Mechanical
Dynamic Transducer Calibration Section,
A.W.R.E.,
Foulness Island,
Southend-on-Sea, Essex SS3 9XE.
Mr. T. Whiteside,
Great Wakering 441, ext. 709.

Mechanical
The Calibration Facilities of T. C. Howden & Co. Ltd.,
Althorpe Street,
Leamington Spa,
Warwickshire.
Mr. R. Dickinson,
Leamington Spa 27782.

Temperature
Furnace Instruments Calibration Laboratory,
Furnace Instruments Ltd.,
635-639 Abbeydale Road,
Sheffield S71 TB.
Mr. R. P. Green,
Sheffield 55667.

The following change in telephone number has been notified:

Windley Bros. Calibration Laboratory,
Chelmsford 65111.

HOW TO SUBSCRIBE TO *NEW TECHNOLOGY*

There are two ways in which readers can arrange to receive the *New Technology* supplement regularly: *Either* by taking out a full annual subscription to *Trade and Industry* at £7.60 (including postage).

Or by subscribing to the 12 issues of *Trade and Industry* per year which contain *New Technology* at £1.75 (including postage).

Subscriptions to: HMSO, PO Box 569, London SE1.

Reprints of *New Technology* are available (at 5p per copy) from: New Technology, Room 437, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET.

news

Aerospace Minister at Europe technology meeting

Mr. Frederick Corfield, Minister for Aerospace, was to attend a meeting in Brussels, on November 22-23, of European Ministers responsible for technology. Ministers, representing 19 European countries, including all present members of the European Communities and applicants for membership, were to discuss proposals for European co-operation in applied science and technology over a very wide field.

In particular they were to be asked to sign inter-governmental agreements covering: 1. a pilot European computer-to-computer communications network; 2. studies on improving the performance of aerials used in telecommunications via satellites; 3. two metallurgical projects, one dealing with materials for gas turbines and the other with materials for desalination plant; and 4. three projects in the field of pollution relating to (*a*) the behaviour of sulphur compounds from the atmosphere, (*b*) the identification of organic micropollutants in water, and (*c*) the incineration of sewage sludge.

In addition Ministers will be asked to approve Resolutions giving support in general terms for further work on: 1. the establishment of a European centre for research on reliable medium-range (three to eight days) weather forecasts; 2. the establishment of a European information centre on computer software; and 3. a study of the needs in Europe for inter-urban transport in the two decades up to the year 2000.

Breaking the print barrier

One of the major obstacles to be overcome before computer systems can be employed to maximum advantage is the 'print barrier': the sheer weight of computer print-out, which can present a formidable deterrent to the efficient use of information. On November 30, 1971, at the Unicorn Hotel, Bristol, the National Computing Centre is holding a 'Breaking the Print Barrier' conference, designed to provide advice on securing an optimum form of output and availability of information. Exploitation of the latest techniques need not involve heavy capital outlay—services can be obtained on a bureau basis—and the conference is intended to provide a realistic appraisal of the subject which will be of value both to management and to computer personnel. Reservations (cost: NCC members £10; others £25) to: Conference Section, The National Computing Centre Limited, Quay House, Quay Street, Manchester M3 3HU. Tel: 061-832 9731.

Conference on medium-to-large computers

In the medium-to-large computer range the user can make disproportionately costly mistakes if he does not have the right information on which to base his cost-effectiveness decisions. In this connection, NCC is holding a conference at the National Film Theatre, London, on December 7, 1971, with the aim of considering: the probable developments in hardware, associated software and maintenance support over the next five years; the needs of computer users in terms of capability, cost, flexibility and maximisation of the use of their computers; the differing marketing philosophies of the suppliers of computing equipment and their effect on computer users; and the advantages and disadvantages of using medium-to-large computers. More information from the National Computing Centre (for address, see preceding item).

BHRA publishes pipeline data . . .

A £100,000 research project, involving the construction of hundreds of metres of pipeline in various cross-sections and diameters, and the amassing of hundreds of thousands of fluid-flow measurements, has culminated in the publication by BHRA-Fluid Engineering of a book which, for the first time, presents experimental data obtained under the actual flow conditions common in large fluid-handling systems operating at Reynolds numbers up to 10^6 and above. The book's emphasis is on flow in systems where the greatest economic benefit is derived from accurate prediction of system losses. Over 5,000 loss coefficients are recorded, each based on an average of 20 or more individual pressure measurements for over 400 single, or coupled, components, and these data can be used for any fluid system. The results of the experimental work, which was sponsored by the Central Electricity Generating Board, have been used as the basis for a critical assessment of the major published works on systems pressure losses, and BHRA-Fluid Engineering believes that, as a guide to losses in pipes and duct systems, the book will remain the definitive work in its field for the next decade. *Internal Flow—A Guide to Losses in Pipe and Duct Systems*, D. Miller, BHRA-Fluid Engineering, Cranfield, Bedford, costs £20.00.

. . . and offers an aerodynamics information service

The service provides information on all aspects of industrial aerodynamics, including structure of atmospheric wind, external air-flows, wind loads on buildings and structures, free-vibration analyses of structures, dynamic properties of structures, vehicle aerodynamics, general bluff-body aerodynamics, agricultural aerodynamics, relevant instrumentation and data processing. It was originally set up for the National Physical Laboratory, and since the NPL provided the initial finance, a very-low-cost complete information package can now be made generally available. The subscription is £150.00 in the first year, and £50.00 per annum thereafter.

Information Systems for Designers

The Proceedings of the International Symposium on Information Systems for Designers, held at the University of Southampton last July, have now been published. Copies are available (price £5.50) from Dr. G. Pitts, Design Group, Department of Mechanical Engineering, The University, Southampton SO9 5NH.

T.H.E. Digest on West Germany's radio-interference regulations

At the beginning of this year West Germany, one of Britain's important overseas markets for electrical equipment, extended the scope of her already stringent regulations designed to minimise radio and television interference from electrical equipment. To meet the demand for information on this move, the Technical Help to Exporters service of the British Standards Institution has now issued Technical Digest No. 6D, series 2, issue 1—'Digest of Technical Information on Radio Interference Suppression for Manufacturers Exporting Electrical Equipment to the Federal Republic of Germany'—which summarises the regulations and technical requirements which apply in the Federal Republic, and outlines German practice in the implementation of the regulations. The Digest includes: a schedule of equipment indicating the categories of frequency range covered (with examples of equipment falling within each, and particulars of the requirements and other relevant information); a list of West German organisations which the exporter may wish to contact in connection with the regulations; and details of the system by which equipment is approved. All the German codes and specifications mentioned are available on sale or loan from T.H.E. Digest 6D is available (free to members; £3 to non-members) from Technical Help to Exporters, BSI, Maylands Avenue, Hemel Hempstead, Herts. Tel: Hemel Hempstead 2341.

WSL helps bring new tin mine to Cornwall

In the item headed as above in the last issue (No. 51) of *New Technology*, two lines were omitted from the first sentence on page viii. We apologise to readers for the omission. The sentence should read: The gravity process, however, is effective only down to a grain-size of about 40 microns, and the trouble with the Wheal Jane ore was that much of the contained cassiterite was very fine-grained.

More information: Where possible, items in *New Technology* indicate the best sources of further information. Readers are advised also to seek information on matters relating to *New Technology* from the following DTI regional offices: Edinburgh, 031-225 1822; Cardiff 62131; Newcastle upon Tyne 27575; Manchester, 061-832 9111; Leeds 38232; Nottingham 46121; Birmingham, 021-643 8221; Bristol 21071; London and South East, 01-684 9781; East Anglia, 01-828 4355. In Northern Ireland, information is given by the Dept. of Industrial and Forensic Science, Belfast 21722.

Editorial Office: Department of Trade and Industry, Room 439, 1 Victoria Street, London SW1 0ET. Tel: 01-222 7877, ext. 2620.

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Activity in the chemicals industry

THIS article is one of a series published quarterly and presents the latest information available on activity in the chemicals industry as defined in Order V of the Standard Industrial Classification. Notes defining the chemicals industry and its sectors were included in the issue of the *Board of Trade Journal* of January 28, 1970. More detailed information, at product level, is published in the Business Monitor series in respect of several sectors of the industry.†

Production (Table 1)

Since mid-1970 output of the chemicals industry has remained comparatively steady apart from a slight dip in the first quarter of this year. Provisional indications are that, as with manufacturing activity generally, there was only a slight increase, less than 1 per cent, between the second and third quarters of this year. The rate of growth in chemicals output since the third quarter of 1970 (less than ½ per cent) is in marked contrast to previous growth rates. Not only has growth been far lower than in the past but it has also been low in relation to the growth of the manufacturing sector as a whole. Since 1963, irrespective of the growth rate in manufacturing, chemicals output has risen at not less than 5 per cent a year. In 1970 a growth of 6 per cent was recorded when manufacturing output rose by only 1 per cent. This year's experience may however possibly be attributable to a change in the pattern of demand in the economy; it is not attributable to exports which have been particularly buoyant.

Detailed information about the level of output in the different sectors of the industry is available only to the end of the second quarter. Then output of organic chemicals fell by 3½ per cent. Although output of monomers fell below the peak level of the first quarter the fall in output was largely attributable to the downward movement in the output of other organic chemicals which has persisted since the third quarter of 1970. As the result of these movements the level of output in the organics sector in the first half of this year was only slightly higher than in the corresponding period of 1970. Production of inorganic chemicals and synthetic resins and plastics materials showed little change in the second quarter, but significant increases were recorded for pharmaceutical chemicals and preparations, formulated pesticides and photographic chemical materials.

The largest fall in output in any one sector occurred in synthetic rubber where, in the second quarter, production was nearly 20 per cent less than in the first quarter. This sector has in the past experienced a faster growth rate than any other. As a result of this change in the second quarter output in the first half of the year was

(*continued on next page*)

† A full list of Business Monitor titles was last published in *Trade and Industry* on November 18, 1971.

TABLE 1. OUTPUT

Index number 1963 = 100

	1968 MLH	Weights	1964	1965	1966	1967	1968	1969	1970	1970 (Seasonally adjusted) 1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1971 (Seasonally adjusted) 1st qtr.	2nd qtr.	% Growth rates 1963/70	% Growth rates 1969/70
Inorganic chemicals	271/1	11.2	111	118	119	124	130	133	138	135	136	138	143	139	138	*4.7*	*4.0*
Organic chemicals	271/2	13.7	112	118	122	127	143	160	168	163	169	172	166	170	164	*7.7*	*5.0*
Coal tar products		1.9	100	94	90	84	76	67	61	61	62	62	59	54	49	*–6.8*	*–9.5*
Monomers		4.5	124	135	147	157	188	225	230	229	229	232	230	248	246	*12.7*	*2.1*
Other organic chemicals		7.3	109	113	115	119	132	143	157	150	160	163	155	152	144	*6.6*	*9.4*
Other chemicals	271/3	11.2	111	112	117	124	136	140	143	136	145	146	145	148	151	*5.2*	*2.2*
Pharmaceutical chemicals and preparations	272	13.0	111	126	145	156	167	189	208	197	204	212	218	213	228	*11.0*	*9.9*
Toilet preparations	273	3.9	108	110	117	122	121	119	123	122	122	119	129	128	130	*2.9*	*3.8*
Paint	274	7.3	107	107	108	112	118	120	127	122	125	132	130	126	131	*3.5*	*5.7*
Soap and detergents	275	4.0	102	101	103	104	108	114	113	110	114	115	114	110	104	*1.8*	*–0.9*
Synthetic resins and plastics materials	276/1	10.7	114	123	135	147	169	185	198	187	200	203	203	203	204	*10.3*	*7.5*
Synthetic rubber	276/2	1.0	122	137	152	160	186	214	240	229	241	251	240	222	181	*13.3*	*12.0*
Dyestuffs and pigments	277	6.0	116	137	137	137	152	161	177	178	179	178	174	181	178	*8.5*	*10.1*
Fertilisers	278	4.0	101	100	98	106	107	100	109	98	103	116	120	108	113	*1.2*	*9.3*
Other chemical industries	279	14.0	105	113	118	129	129	130	134	126	136	137	138	130	141	*4.3*	*3.6*
Of which: Formulated pesticides etc.	279/4	1.6	114	121	139	146	166	186	194	186	186	186	221	175	201	*9.9*	*4.1*
Photographic chemical materials	279/7	2.6	111	120	129	138	150	163	179	166	183	189	179	177	195	*8.9*	*9.6*
Total	Order V	100.0	109.8	117.1	123.4	130.4	140.0	148.8	157.6	150.1	157.5	161.1	161.8	160.1	162.1(a)	*6.7*	*5.9*
Total all manufacturing industry			108.7	112.4	114.2	114.2	121.4	125.6	127.1	126.6	126.1	127.3	128.4	126.7	127.8(b)	*3.5*	*1.2*

(a) The provisional index for the third quarter of 1971 is 162.
(b) The provisional index for the third quarter of 1971 is 128.

British Labour Statistics: Historical Abstract 1886–1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years.
It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. £7 (by post £7.24)

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Government publications can be bought from the Government Bookshops in London (Post orders to P/O Box 569, SE1 9NH), Belfast, Edinburgh, Cardiff, Manchester, Birmingham and Bristol, or through booksellers

ACTIVITY IN THE CHEMICALS INDUSTRY
continued

14 per cent lower than in the corresponding period of 1970. This change however largely reflects the substantial run down in stocks in the first half of 1971 in contrast with the stock-build in the first half of 1970. Consumption in the first half of this year was in fact 6 per cent higher than in the first half of 1970, compared with a rise of 7½ per cent in the year 1970.

Imports and exports (Tables 2 and 3)

The value of imports has declined during the year from the peak level of the first quarter and in the third quarter imports were in total only 4½ per cent above the third quarter of 1970. This compares with increases of 13½ per cent and 6½ per cent in the first and second quarters respectively over the corresponding quarters of the previous year. The only sector to show a significant increase in the value of imports in the third quarter was synthetic resins, which rose by £1 million to a new peak.

The value of exports in the third quarter was 22 per cent above the level of the corresponding quarter of 1970 and the increase in the first three quarters of this year amounted to 14½ per cent. Much of the rise has come from increases in exports of pharmaceutical chemicals and preparations (+26 per cent), other general chemicals (+ 21 per cent), and organic chemicals (+18 per cent).

Home market prices (Table 4)

Home market prices in the chemicals industry are provisionally estimated to have risen by nearly 1½ per cent in the third quarter of this year compared with the second quarter. Since the third quarter of 1970 prices have risen by 8 per cent, slightly less than the rise in prices of all manufactured goods.

Except for synthetic resins and plastics materials, prices rose in all sectors of the industry in the third quarter. Above average rises occurred in dyestuffs and pigments (3½ per cent), toilet preparations (3 per cent), pharmaceutical preparations (2 per cent), and soap (2 per cent).

TABLE 2. IMPORTS OF THE CHEMICAL INDUSTRY: CURRENT PRICES

£ million

	Inorganic chemicals	Organic chemicals	Other chemicals	Pharm. chems. and preps.	Toilet prepara-tions	Paint	Soap and deter-gents	Synthetic resins	Synthetic rubber	Dyestuffs and pigments	Ferti-lisers	Products of other chemical industries	Total
	271/1	271/2	271/3	272	273	274	275	276/1	276/2	277	278	279	
1963	18.5	54.7	32.1	8.4	2.0	1.9	4.0	42.6	10.8	11.2	20.1	12.0	218.4
1964	26.0	71.0	38.0	8.9	2.7	2.2	3.3	53.5	11.7	14.9	18.8	14.2	265.1
1965	29.4	86.0	43.4	13.4	2.8	2.4	3.6	53.6	10.0	15.3	19.6	15.6	295.1
1966	33.1	85.4	43.2	16.4	3.2	2.7	5.0	58.4	11.1	15.7	17.9	17.1	309.2
1967	38.0	95.4	44.2	17.5	3.3	3.4	5.7	64.2	13.0	17.9	26.3	19.0	347.9
1968	46.8	118.1	59.1	21.8	4.4	4.5	7.5	81.3	14.6	24.8	29.2	22.8	434.9
1969	56.9	136.4	66.6	29.1	4.6	4.8	6.7	91.4	16.8	25.0	24.2	24.1	486.6
1970	70.5	160.7	71.7	38.4	5.1	5.5	5.8	109.0	18.8	26.7	23.1	30.6	565.9
1968 1st quarter	12.4	27.6	15.4	5.1	1.2	1.1	1.9	20.1	3.5	5.9	9.3	6.5	110.0
2nd quarter	11.5	28.2	14.8	5.1	1.1	1.2	1.7	20.3	3.7	6.2	6.4	5.3	105.5
3rd quarter	11.1	31.1	14.2	6.5	1.2	1.2	2.2	20.8	3.3	6.6	7.3	5.7	111.2
4th quarter	11.8	31.3	14.8	5.2	0.8	1.0	1.6	20.2	4.0	6.0	6.2	5.3	108.2
1969 1st quarter	13.0	30.7	17.7	6.3	0.8	1.0	1.6	20.3	3.9	6.5	8.0	6.0	115.8
2nd quarter	15.2	34.6	16.8	7.1	1.2	1.3	1.7	24.9	4.6	6.8	5.7	6.3	126.2
3rd quarter	14.3	35.0	15.4	7.7	1.4	1.3	1.7	23.4	4.1	5.7	6.1	6.3	122.4
4th quarter	14.4	36.0	16.7	8.0	1.1	1.3	1.6	22.8	4.2	6.0	4.4	5.6	122.1
1970 1st quarter	17.3	37.6	16.9	9.6	0.9	1.3	1.3	25.1	4.5	5.7	7.3	8.1	135.5
2nd quarter	17.3	40.5	19.4	8.8	1.4	1.5	1.6	28.1	5.2	6.7	4.4	7.7	142.8
3rd quarter	16.7	40.4	17.0	9.1	1.6	1.6	1.4	27.3	4.0	7.5	4.9	7.7	139.2
4th quarter	19.2	42.2	18.5	10.9	1.2	1.1	1.5	28.4	5.0	6.8	6.5	7.2	148.4
1971 1st quarter	18.0	40.2	20.2	10.3	1.3	1.3	1.9	28.3	4.6	9.2	8.9	9.9	153.9
2nd quarter	18.6	36.4	21.8	10.8	1.8	1.4	2.6	29.7	5.3	9.5	5.1	9.0	152.1
3rd quarter	13.9	35.3	21.7	9.9	1.8	1.6	2.5	30.7	5.6	8.3	6.0	8.2	145.4

TABLE 3. EXPORTS OF THE CHEMICAL INDUSTRY: CURRENT PRICES

£ million

	Inorganic chemicals	Organic chemicals	Other chemicals	Pharm. chems. and preps.	Toilet prepara-tions	Paint	Soap and deter-gents	Synthetic resins	Synthetic rubber	Dyestuffs and pigments	Fertilisers	Products of other chemical industries	Of which pesticides	Photo-graphic chemicals	Total
	271/1	271/2	271/3	272	273	274	275	276/1	276/2	277	278	279	279/4	279/7	
1963	34.7	58.3	57.0	50.9	10.7	14.0	15.2	61.0	7.2	30.3	4.9	47.2	10.5	13.4	391.4
1964	38.6	65.2	63.7	56.4	11.3	14.3	15.3	71.2	7.8	35.6	5.9	51.8	12.1	14.7	437.1
1965	42.6	64.6	70.9	63.6	12.0	14.0	15.3	79.8	9.2	35.6	8.1	54.3	11.9	16.4	470.0
1966	41.9	69.7	74.3	70.4	13.0	14.1	14.9	86.0	10.7	36.8	7.8	60.3	15.0	17.2	499.7
1967	41.4	75.4	77.5	75.2	14.0	13.4	16.2	91.5	10.0	37.5	8.4	63.6	17.0	19.1	524.0
1968	50.1	99.3	93.9	92.6	17.3	16.3	18.6	107.0	14.1	45.1	7.5	82.9	21.0	27.3	644.7
1969	51.3	109.8	109.5	112.9	20.4	17.6	22.5	124.1	17.5	50.1	5.4	99.0	26.2	33.5	740.1
1970	61.5	135.7	127.0	134.1	22.4	19.5	23.5	139.1	19.8	53.6	4.8	105.0	26.5	39.8	846.2
1968 1st quarter	11.8	23.3	22.4	22.7	4.1	3.9	4.4	24.4	3.6	10.9	2.2	20.5	5.9	6.2	154.2
2nd quarter	13.2	24.9	24.6	24.2	4.2	4.0	4.7	28.2	3.0	10.7	1.4	21.6	5.7	7.1	164.7
3rd quarter	13.0	24.8	23.9	21.5	4.3	4.3	4.9	26.3	3.3	11.9	1.5	20.4	4.9	6.7	160.1
4th quarter	12.1	26.3	23.1	24.2	4.7	4.2	4.7	28.0	4.3	11.6	2.4	20.4	4.5	7.3	165.9
1969 1st quarter	11.5	24.3	23.8	25.3	4.3	4.0	4.9	27.8	4.2	11.1	1.9	22.4	6.4	6.6	165.5
2nd quarter	13.8	26.8	28.5	28.6	5.0	4.4	5.1	32.3	4.3	12.7	1.0	26.3	7.3	9.0	188.8
3rd quarter	13.2	28.7	29.0	29.0	5.1	4.4	6.2	30.2	4.0	12.4	0.8	24.8	6.1	8.9	187.8
4th quarter	12.8	30.0	28.3	29.9	5.9	4.9	6.3	33.8	5.0	13.9	1.6	25.5	6.4	9.0	197.9
1970 1st quarter	13.7	31.8	29.1	31.0	5.0	4.3	5.6	33.2	4.4	12.5	1.7	25.0	8.0	8.1	197.2
2nd quarter	18.3	33.0	31.6	32.7	6.0	5.1	6.0	37.8	5.9	14.3	1.4	29.4	8.3	11.1	221.4
3rd quarter	13.8	32.6	30.5	31.3	5.3	4.4	5.6	31.2	4.6	12.7	0.6	24.0	5.1	10.3	196.7
4th quarter	15.9	38.3	35.8	39.0	6.2	5.6	6.3	37.0	4.9	14.1	1.1	26.5	5.0	10.3	230.8
1971 1st quarter	14.8	35.3	30.5	34.3	5.1	4.9	5.6	34.2	5.3	13.2	1.4	26.8	8.1	9.5	211.6
2nd quarter	16.7	41.2	37.6	44.6	5.9	5.6	6.2	39.8	5.0	14.7	0.8	33.3	9.8	12.3	251.2
3rd quarter	15.3	38.1	42.4	40.4	6.0	5.2	6.0	38.2	5.5	14.8	0.4	28.7	7.1	11.8	241.0

Prices of materials and fuel purchased (Table 5)

Table 5 presents an index of prices of materials and fuel purchased by the chemicals industry. Its construction is based on wide categories of expenditure including oil, coal, a number of general chemicals, electricity, packaging materials, and chemical plant.

The provisional figure for the third quarter of 1971 indicates a rise of nearly 1½ per cent compared with the second quarter and is 9½ per cent higher than a year earlier. Figures for the last two quarters, however, indicate some moderation in the rate of advance of prices of materials and fuel.

Capital expenditure (Table 7)

In the second quarter of this year, fixed investment at 1963 prices was £66 million, £2 million below that in the previous quarter and the total for the first half of this year is slightly below the level of the corresponding period of 1970.

Information supplied to the Department of Trade and Industry in August/September suggests that firms were still expecting a fall in investment in real terms this year, and a further fall next year.

TABLE 4. HOME MARKET PRICES

1963 = 100

	1968 MLH	1964	1965	1966	1967	1968	1969	1970	1969			1970				1971		
									2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.
Inorganic chemicals	271/1	101.2	101.9	105.5	105.9	110.0	113.2	118.7	112.6	114.5	114.7	116.4	119.3	119.5	119.8	125.2	127.8	129.2
Organic chemicals	271/2	98.6	96.6	96.2	96.2	98.1	97.8	99.1	98.3	97.8	97.6	97.2	97.9	100.5	100.7	103.7	105.6	106.6
Other chemicals	271/3	98.6	99.8	99.6	100.9	102.0	103.8	107 3	103.2	104.2	104 7	103.9	105.3	110.0	109.9	113.6	114.2	114.3
Pharmaceutical chemicals	272	98.7	96.5	92.9	92.2	93.8	94.7	104.7	94.1	94.2	96.7	98.5	104.7	107.3	108.2	110.8	115.3	115.4
Pharmaceutical preparations	272	99.2	98.1	95.8	94.8	95.5	94.8	96.7	94.6	94.6	95.0	95.5	96.4	97.4	97.7	98.4	100.8	102.9
Toilet preparations	273	103.5	109.3	113.3	114.5	121.2	123.4	131.1	123.0	123.0	124.2	126.5	129.5	132.7	135.8	136.7	140.1	144.4
Paint	274	100.4	101.4	101.6	101.7	103.9	104.8	111.1	104.8	104.7	104.8	105.5	110.6	111.4	117.0	121.7	125.3	126.0
Soap	275	104.0	114.7	115.4	113.7	116.1	121.3	131.6	120.1	123.5	123.4	126.9	130.7	133.5	135.2	139.1	140.1	142.8
Synthetic detergents	275	100.9	103.4	103.4	100.9	102.2	105.6	110.9	103.9	107.0	108.5	108.9	109.2	112.5	113.0	113.6	117.2	117.7
Synthetic resins and plastic materials	276/1	98.0	96.1	95.3	93.4	95.6	96.5	99.6	96.4	96.5	97.2	97.6	99.2	100.4	101.0	102.8	103.8	103.8
Dyestuffs and pigments	277	101.4	109.9	112.2	112.5	114.0	118.8	127.8	119.2	119.8	120.5	121.7	124.7	132.5	132.3	137.9	141.5	146.3
Formulated pesticides	279/4	98.0	99.3	102.5	102.8	106.3	105.3	107.2	105.0	105.0	105.8	106.1	105.5	108.4	108.8	109.8	110.4	110.5
Photographic chemical materials	279/7	101.6	102.5	102.6	104.5	117.6	118.3	122.0	118.4	118.4	118.4	119.2	119.8	124.0	124.8	126.2	127.8	130.4
Total	Order V*	100.1	101.0	101.7	102.1	105.4	106.4	111.2	105.9	106.7	107.4	108.3	110.3	112.3	113.7	117.4	119.7	121.3
Total All manufacturing industry		102.9	106.8	109.6	110.9	115.3	119.8	127.7	119.2	120.3	121.7	124.2	126.6	128.7	131.4	134.4	137.2	139.2

*This price index refers only to sales outside the chemicals industry, including sectors not shown above
p=provisional

TABLE 5. PRICES OF MATERIALS AND FUEL PURCHASED BY THE CHEMICALS AND ALLIED INDUSTRIES (ORDER V) AND BY MANUFACTURING INDUSTRY

1963 = 100

	1964	1965	1966	1967	1968	1969	1970	1969		1970				1971		
								3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. p
Order V	103.8	107.6	108.4	110.0	114.4	116.7	123.7	116.8	118.7	120.7	122.4	123.7	127.8	131.3	133.8	135.6
Manufacturing industry	104.1	105.4	108.0	107.5	117.3	121.4	126.2	121.4	124.1	126.3	126.1	124.9	127.3	129.7	133.1	133.9

TABLE 6. EMPLOYMENT (GREAT BRITAIN)†

	1968	1969	1970				1971	
	MLH	Dec.	March	June	Sept.	Dec.	March	June
General chemicals	271	144.6	144.5	137.7	135.1	133.7	132.5	131.5
Pharmaceutical chemicals and preparations	272	71.8	71.9	75.2	76.6	77.6	77.3	76.9
Toilet preparations	273	28.2	26.1	23.2	24.0	24.1	23.1	24.0
Paint	274	34.9	33.8	33.8	34.1	33.4	33.1	31.9
Soap and detergents	275	24.7	24.8	21.5	21.1	20.8	20.4	19.7
Synthetic resins and plastics materials and synthetic rubber	276	58.8	58.7	59.5	60.1	59.5	59.0	57.5
Dyestuffs and pigments	277	25.7	26.0	26.6	26.9	27.1	26.9	26.5
Fertilisers	278	13.3	13.7	13.0	13.0	13.2	13.3	13.0
Other chemical industries	279	77.5	76.4	81.9	81.6	80.2	78.6	77.8
Total		479.5	475.9	472.5	472.5	469.6	464.2	458.8

† Employment in the chemicals industry in Northern Ireland is about 3,500: of which 1,000 is in General Chemicals: 1,700 in Synthetic Resins and Plastics Materials and 600 in Fertilisers. From June 1970 onwards, all figures have been revised to take account of information derived from the mid-1970 count of national insurance cards.

TABLE 7. CAPITAL EXPENDITURE

£ million

	Current prices	1963 prices
1963	134	134
1964	168	165
1965	224	209
1966	259	229
1967	217	191
1968	225 r	190 r
1969	270	221
1970	381	281
	Actual	Seasonally adjusted
1968 3rd quarter	51 r	46 r
4th quarter	74 r	55
1969 1st quarter	55	49
2nd quarter	65	55 r
3rd quarter	68	60
4th quarter	82	57
1970 1st quarter	82	67
2nd quarter	90	69 r
3rd quarter	93	72
4th quarter	115	73 r
1971 1st quarter	92	68 r
2nd quarter p	98	66

r Revised

Deliveries and orders in the engineering industries

PROVISIONAL figures are now available for September 1971, together with amendments to the figures for the months of July and August. Comparison of the latest three month period with the previous one indicates:

(1) a rise in orders-on-hand, particularly in exports,
(2) a slight fall in export deliveries, with total deliveries almost flat,
(3) confirmation of the rise in export net new orders as compared with the low figures of the earlier part of this year and evidence for an upturn in home net new orders.

Description of statistics

To assist in interpretation, the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Engineering and electrical goods (S.I.C. Orders VII, VIII and IX) seasonally adjusted (1)
Index numbers of the volume of orders and deliveries

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders	Deliveries	Orders on hand (end of period)	Net new orders	Deliveries	Orders on hand (end of period)	Net new orders	Deliveries
	December 1963 (unadjusted) = 100	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100	
1963	100	107	100	100	109	100	99	103	100
1964	116	120	109	117	123	112	115	112	101
1965	119	115	114	118	116	115	123	113	108
1966	115	115	118	114	117	120	118	111	114
1967	106	114	120	100	113	123	125	115	111
1968	106	125	125	96	124	127	139	128	119
1969	117	139	132	99	134	132	171	152	132
1970	125	140	135	106	136	132	185	151	142
1969 1st quarter	110	139	128	97	133	130	152	155	125
2nd quarter	113	138	130	98	133	131	160	151	130
3rd quarter	115	139	135	98	135	134	166	150	136
4th quarter	117	139	134	99	135	132	171	151	139
1970 1st quarter	118	139	135	100	135	133	176	151	140
2nd quarter	122	144	135	101	136	132	186	168	143
3rd quarter	123	137	135	103	138	133	182	133	141
4th quarter	125	140	134	106	136	130	185	152	147
1971 1st quarter	120	122	136	102	121	132	176	125	146
2nd quarter	116	124	134	98	122	131	170	129	144
3rd quarter*	120	144	133	100	135	131	182	168	139
1970 February	119	125	132	100	119	130	177	140	137
March	118	135	138	100	135	137	176	133	143
April	119	139	134	98	115	132	184	206	140
May	119	133	129	99	139	128	182	115	132
June	122	161	141	101	153	135	186	184	157
July	122	129	130	101	128	130	186	133	130
August	123	148	137	102	146	134	187	152	143
September	123	134	139	103	142	135	182	113	149
October	123	135	135	104	136	130	181	133	148
November	125	150	133	105	139	129	185	178	143
December	125	136	136	106	134	131	185	144	148
1971 January	122	115	136	103	108	132	183	134	149
February	120	118	132	101	114	127	180	127	144
March	120	135	139	102	142	138	176	115	144
April	117	110	133	99	107	130	174	118	139
May	117	141	138	101	149	134	170	119	147
June	116	120	133	98	110	129	170	149	146
July*	118	150	130	100	140	125	175	178	145
August*	118	139	140	100	135	139	176	152	143
September*	120	141	129	100	130	129	182	173	129
Average:									
Latest 3 months	120	144	133	100	135	131	182	168	139
Previous 3 months	116	124	134	98	122	131	170	129	144
Percentage change (2)	+3	+16	−1	+2	+11	Nil	+7	+30	−3

* Provisional.
(1) At constant prices.
(2) In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier.

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New companies registered

BELOW are details of new companies registered in Great Britain during October 1971 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	2,369	—	2,369
Over £100 but under £1,000	113	—	113
£1,000 but under £10,000	837	—	837
£10,000 but under £50,000	150	1	149
£50,000 but under £100,000	13	—	13
£100,000 but under £1,000,000	5	—	5
£1,000,000 and over	3	1	2
Total Number	3,490	2	3,488
	£ thous.	£ thous.	£ thous.
Total amount of Nominal Capital	61,353	40,012	21,341

Companies registered in Great Britain in 1970 and 1971

	1970		1971	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	2,087	5,528	2,684	10,440
February	2,156	7,556	2,323	3,961
March	2,464	5,098	3,136	7,720
April	2,556	7,657	3,210	16,525
May	2,322	10,323	3,087	5,233
June	2,670	6,097	3,569	7,317
July	2,573	16,272	3,142	6,631
August	2,280	4,355	3,483	6,559
September	2,461	6,404	3,139	9,140
October	2,615	6,726	3,490	61,353
November	2,564	4,831		
December	2,972	37,229		
Total	29,720	118,076		

New companies registered in Northern Ireland

IN the month of September 1971, 34 private companies with a total nominal capital of £494,700 were registered in Northern Ireland. During the period January-September, 268 companies with a total nominal capital of almost £2,222,000 were registered, as compared with 254 companies with a total nominal capital of £2,237,000 registered in the same period in 1970.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, SE1 9NH.

Production Series

Monthly at £1 a year post free:
- Wood chipboard for September
- Gramophone records for August
- Foam backing, foam laminating and fabric to fabric bonding for September
- Salt for September

Quarterly at 37½p a year post free:
- Leather goods for first quarter
- Gloves for second quarter
- Telecommunication equipment for second quarter.

A complete list of titles of Business Monitors was last published in *Trade and Industry* on November 18, on page 358.

New Business Monitors

THE following Business Monitors, containing the first results of new quarterly statistical inquiries conducted by the Business Statistics Office, have now been published.

Leather and fellmongery	P. 105
Leather goods	P. 106
Lace	P. 15
Hosiery and other knitted goods	P. 4
Warp knitting	P. 72

The new inquiries have been designed with the purpose of not only providing statistics for official requirements but also to meet closely the need of industry for comprehensive information about product sales for marketing and management purposes. Both the leather and fellmongery and leather goods industries are new additions to the Business Monitor Series. The Monitors for lace, hosiery and other knitted goods and warp knitting continue the existing series in a revised and expanded form.

These quarterly Monitors may be obtained from HMSO, PO Box 569, London, SE1 9NH, by annual subscription of 37½p each.

Release dates of economic statistics to be published in December

THIS notice is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in December. The dates are those which Departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date	Series	Method of release*	Source
December			
2 Thurs	UK Official reserves (Nov)	PN	Treasury
3 Fri	Consolidated Fund and National Loans Fund (Nov)	London Gazette	Treasury
6 Mon	Hire purchase and other instalment credit business (Oct)	PN	DTI
	Retail trade (Oct)	PN	DTI
	Registered unemployed (final figures—Nov) Employment in production industries (Oct) Overtime and short-time working in manufacturing industries (Oct)	PN	Dept of Emp
7 Tues	UK Balance of Payments (3rd qtr)	PN	CSO
	Number of foreign visitors to Britain (Oct)	PN	DTI
	Weekly fuel statement	PN	DTI
8 Wed	Construction output (3rd qtr)	PN	Dept. of Environment
9 Thurs	Money Supply (3rd qtr) Domestic credit expansion (3rd qtr) Capital issues and redemptions (Nov)	Bulletin	Bank of England
10 Fri	Crude steel production (Nov)	PN	BSC/BISPA
	Finished steel receipts, consumption and stock changes (3rd qtr—revised)	PN	DTI
	Building Societies receipts and loans (Nov)	PN	BSA
13 Mon	Turnover of the motor trades (Oct)	PN	DTI
	Turnover of the catering and service trades (Oct)	PN	DTI
	United Kingdom overseas trade (Nov)	PN	DTI
	Capital expenditure by the manufacturing, distributive and service industries (3rd qtr prov) Manufacturers' and distributors' stocks (3rd qtr—prov)	PN	DTI
14 Tues	Index of industrial production (Oct)	PN	CSO
	Weekly fuel statement	PN	DTI
16 Thurs	Wholesale price index numbers (Nov)	PN	DTI
	Registered unemployed (prov—Dec) Unfilled vacancies (Dec)	PN	Dept of Emp
17 Fri	Quarterly analysis of bank advances (mid-Nov)	PN	Bank of England
18 Sat	Retail price index (Nov)	PN	Dept of Emp
19 Sun	National savings monthly progress report (Nov)	PN	DNS
20 Mon	Engineering industries deliveries and orders (Oct)	PN	DTI
21 Tues	London clearing banks monthly statement (Dec)	PN	CLCB
	Weekly fuel statement	PN	DTI
22 Wed	National Income and Expenditure (3rd qtr—prov)	PN	CSO
	New vehicle registration (Nov)	PN	Dept of Environment
	Electricity generation (Nov)	PN	DTI
23 Thurs	Basic rates of wages and normal weekly hours (end Nov) Monthly index of average earnings (Oct)	PN	Dept of Emp
	Construction—new orders (Oct)	PN	Dept of Environment
30 Thurs	Housing starts and completions (Nov) Home improvement grants (Nov)	PN	Dept of Environment
31 Fri	Stoppages of work due to industrial dispute (Nov)	Gazette	Dept of Emp.
	Bricks and cement production (Nov)	PN	Dept of Environment
	National food survey report on consumption (3rd qtr)	PN	MAFF

*PN = Press Notice

Textile industry: orders and deliveries

In the three months ending August 1971 net new orders received by the textile industry were provisionally estimated to have been 2 per cent less than in the three months ending May, Deliveries which increased by 3 per cent in the same period exceeded the new orders, so orders-on-hand at the end of August were 2 per cent lower than at the end of May.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

		Orders-on-hand (end period)		Net new orders		Deliveries	
		December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963		117		105		100	
1964		129		106		103	
1965		124		103		104	
1966		105		97		102	
1967		118		102		99	
1968		144		118		111	
1969		134		113		113	
1970		125		112		114	
		Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969	1st quarter	148	144	121	113	116	113
	2nd quarter	143	143	109	114	115	116
	3rd quarter	133	137	93	106	103	112
	4th quarter	134	134	119	109	118	112
1970	1st quarter	137	132	118	113	114	114
	2nd quarter	130	129	109	110	117	114
	3rd quarter	127	131	102	116	105	114
	4th quarter	125	125	119	110	121	115
1971	1st quarter	123	119	113	107	114	113
	2nd quarter	126	125	115	120	110	111
1970	April	135	132	112	112	120	113
	May	132	130	105	109	113	116
	June	130	129	110	109	117	112
	July	128	130	89	115	95	111
	August	126	130	96	119	104	120
	September	127	131	121	115	116	111
	October	126	130	124	114	128	117
	November	127	127	134	109	131	117
	December	125	125	98	107	104	111
1971	January	124	122	108	108	110	116
	February	123	120	113	106	116	113
	March	123	118	117	107	116	112
	April	125	122	112	115	106	102
	May	126	124	120	122	119	118
	June	126	125	113	114	111	109
	July p	119	121	76	102	99	116
	August p	118	122	95	120	99	116

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30, 1970 (page 587).

Hosiery and other knitted goods—index of production

In the three months ended September 1971, the volume of production of hosiery and other knitted goods (including knitted fabrics) was provisionally estimated to have been 3 per cent more than in the three months ended September 1970.

The above comparison has been based on the seasonally adjusted figures in the accompanying table.

The seasonally adjusted figures for 1971 are based on the seasonal pattern up to the end of 1970 and may be subject to slight revision when the complete figures for 1971 have been incorporated.

The actual figures allow for differences in the lengths of calendar months, but not for holidays or other seasonal variations.

1963 = 100

1964		109	
1965		114	
1966		114	
1967		114	
1968		132	
1969		147	
1970		149	
		Actual	Seasonally adjusted
1969	1st quarter	133	143
	2nd quarter	145	153
	3rd quarter	142	144
	4th quarter	166	147
1970	1st quarter	138	153
	2nd quarter	143	146
	3rd quarter	144	146
	4th quarter	170	151
1971	1st quarter p	135	145
	2nd quarter p	147	154
	3rd quarter p	148	150
1970	April	140	141
	May	135	151
	June	155	147
	July	127	141
	August	140	154
	September	166	144
	October	184	153
	November	184	151
	December	144	149
1971	January p	126	153
	February p	137	140
	March p	142	142
	April p	138	153
	May p	151	165
	June p	152	143
	July p	142	158
	August p	134	148
	September p	166	144

General index of retail prices for October

The Department of Employment announce that the official index figure which measures changes in the average level of retail prices was 156.4 on October 19, 1971. This compares with 155.5 on September 21, 1971, and with 100 at the base-date, which was January 16, 1962.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, November 19, 1971. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Men and The Buoys	BR/E 35799/20/11/76	21	November 16	MGM-EMI Distributors Ltd.	Little, King & Partners Ltd.
Movietone News 2215	BR/E 35599/20/11/76	8	November 19	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2215A	BR/E 35600/20/11/76	7	November 19	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
The Last Run	F 35798	95	November 16	MGM-EMI Distributors Ltd.	Metro-Goldwyn-Mayer Inc.
The Voyeur	F 35800	69	November 18	Cinecenta Film Distributors Ltd.	Nordisk Films Kompagni, Copenhagen
The Christmas that Almost wasn't	F 35801	94	November 18	Hemdale Film Distributors Ltd.	Childhood Productions Inc.
Oisin	F 35802	17	November 18	Contemporary Films Ltd.	Department of Lands of the Government of Ireland, Dublin
The Only Way	F 35803	86	November 18	Target International Pictures Ltd.	Hemisphere Productions
Aladdin and His Magic Lamp	F 35804	71	November 18	Target International Pictures Ltd.	Films Jean Image, Paris

Twenty-six stores in British consumer goods drive in Japan

by R. G. Farrar, First Secretary (Commercial), British Embassy, Tokyo

TWENTY-SIX department stores in 20 Japanese towns, from Fukuoka in the south to Sapporo in the north, varying in size from a quarter of a million to 10 million inhabitants, mounted special promotions of British goods during the past two months. They were organised by the Isetan-Juittenkai Group, one of four leading Japanese department store chains holding British Trade Fairs this autumn with British Embassy and Department of Trade and Industry support. Although not the biggest of the British promotions being held this year, it had the widest coverage in provincial towns.

Results

Isetan-Juittenkai bought British goods, both direct from Britain and through local importers, to the value of £625,000 for these trade promotions in addition to their normal purchases. Reported sales so far are at least 20 per cent above last year's figures. Several department stores in the provincial towns held British promotions for the first time this year. They will repeat the event in 1972 and plan to buy more from Britain. More significant is that, in addition to prestige items, which already find a ready market in Japan as high quality gifts, British goods of more appeal to the medium and lower income groups have been strongly featured at the department stores in provincial towns with success.

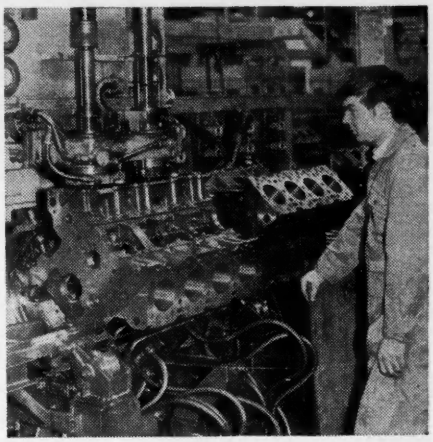
What British goods?

Clothes, foodstuffs, Scotch whisky, giftware, toys and domestic heaters were the principal items bought from Britain. Clothing ranged from knitwear, sweaters, socks, raincoats, woollens to high quality men's suitings and women's dresses. Confectionery and Scotch whisky were popular attractions in all stores. Fashions and consumer tastes in provincial towns are fast catching up with Tokyo and Osaka. They therefore represent an increasingly important market for imported consumer goods of the medium price range.

In keeping with the British atmosphere of the participating department stores, festooned with Union Jacks, a detachment of Irish Guards pipers and drummers gave performances at 10 department stores. In some towns they marched along the main thoroughfare to the 'British Trade Fair' in processions organised by the town authorities, bringing customers to the department stores in their wake like the Pied Piper of Hamelin. They were indeed a popular crowd-gathering attraction—even with ticker-tape tribute in the northern town of Yamagata. Besides three to four performances daily at the department stores, the pipers found time to be televised and to play at a Japanese Shinto wedding. The latter took place at Takasaki, a town with a quarter of a million inhabitants on the edge of the Kanto Plain. Two department store employees held their wedding on the day of the pipers' arrival.

With 100 million inhabitants and 72 million living outside the two main conurbations of Tokyo and Osaka, the potential for sales of British consumer goods in Japanese provincial towns is great. The main outlets for these sales are the department stores. This shows the importance of special promotions of British consumer goods. It also points the need to cater to the Japanese mass consumer market. Here, the British exporter who is successful in New York, Los Angeles, Paris or Hamburg will generally have equal prospects of good business in Japan. The demand is at least as great if the product makes the right impact.

Pipes and drums of the Irish Guards at the opening ceremony of Isetan-Juittenkai's British trade promotion. In the background are Sir John Pilcher, British Ambassador in Japan, and the President of Isetan department stores, together with members of the Commercial Department of the British Embassy.



Perkins Engines announced at the Scottish Motor Show the most powerful vehicle diesel engine they have ever produced. It is the V8.605, aimed to expand significantly their hold on Europe. This 'Engine for Europe' will meet both legislative and marketing requirements for power and environmental cleanliness, together with a reduction in noise. It is the forerunner of a programme of engines designed to meet needs as they develop.

IFAC '72: world-wide interest

BRITAIN's industrial finishing, anti-corrosion and surface-treatment industries will be hosts to a world-wide visitor-attendance next year when the Industrial Finishing and Anti-Corrosion Exhibition opens at Earls Court, London. By the beginning of November—over seven months before the opening date—more than 20,000 sq. ft. of display space had been earmarked by some 50 companies representing a large cross-section of surface-treatment industries, with over 100 additional applications for space under consideration.

The exhibition—which will run from June 6-9, 1972—will, claim the organisers, be the first full-scale event in the United Kingdom to cover all aspects of finishing, anti-corrosion, plating, and general surface-treatment for four years.

Birmingham Poly to show at Design Centre

THE first exhibition at the London Design Centre to be devoted to showing the work of a design school is to feature the City of Birmingham Polytechnic and will show the nature of work undertaken in the Art and Design Centre of the Polytechnic and its approach to design studies. Because the exhibition will be of particular interest to potential students and art teachers and to managements in commerce and industry there will be an extended private view for these audiences from December 20-January 1. The exhibition will be open to the general public from January 3-22.

The Letraset Ltd., London, exhibit at the International Office Machinery and Equipment Exhibition had plenty of visitors.

INTERBIRO now firmly established as a top event

From the British Consulate-General, Zagreb

INTERBIRO—the International Office Machinery and Equipment Exhibition—is the only Yugoslav specialised event of its kind and, after having now been held for the third successive year, it has firmly established itself as a serious annual event. According to information issued by the Zagreb Fair management, the exhibition covered some 40,000 square metres in six heated pavilions, and there were about 10,000 exhibits. It was staged from October 25-30.

Apart from local exhibitors, 17 countries from Asia, Europe and North America participated, including the British joint venture display organised by the Business Equipment Trade Association of London and the Department of Trade and Industry. The joint venture, consisting of eight firms' stands and the BETA information stand, brought praise for its simple and functional design.

The following firms made up the joint venture: Addressograph Multigraph, Hemel Hempstead, Herts., Block & Anderson Ltd., London, Gestetner Ltd., London, ICC Machines Ltd., Enfield, Middx., Letraset Ltd., London, Multitone Electric Co. Ltd., London, Rotaprint Ltd., London, and Wiggins Teape Ltd., London.

The British exhibitors were, in general, fairly satisfied with all aspects of the exhibition, although they felt the attendance could have been better (the Fair authorities claim 65,000 in six days). Perhaps there have been too many similar exhibitions in Eastern Europe recently.

Good orders

A number of orders ranging in value from £10 to £30,000 were placed with our exhibitors. Since all of them are old hands in this market having, with one exception, Yugoslav agents working the market for quite a time, it is difficult to know whether the orders were a direct result of participation in the exhibition or due to an established reputation in the market. Be that as it may, the intention to return next year was voiced by a number of firms.

Rank Xerox, exhibiting independently, had a number of their machines on a large stand adjoining the British collective display. ICL, regular participants since INTERBIRO's inception, appeared independently this year in the 'Computer Pavilion' with an information stand only, having made this major effort at the IFIP Exhibition and Congress held in Ljubljana last August. The next INTERBIRO exhibition will be held from October 24-28. 1972.

Best for a decade

A RECENT upsurge of interest in bird keeping and breeding is reflected in the number of entries for this year's National Exhibition of Cage & Aviary Birds at Alexandra Palace, London (December 2-4)—the total of 6,091 being the highest since 1961, state the organisers. Not only are the competitive entries well up, there will be more trade stands than at any other 'National'. More than 50 companies will be showing feedingstuffs, cage 'furniture', veterinary products, cages and accessories.

Royal visitor

THE Duchess of Kent will visit the Royal Smithfield Show at Earls Court (December 6-10) on the afternoon of Wednesday, December 8.

Good orders for British shoe leathers at American show

From the British Trade Development Office, New York

FIVE British firms participating in a joint venture sponsored by the Leather Institute and the Department of Trade and Industry exhibited a wide variety of high quality leathers at the Leather & Allied Industries Exposition at the New York Hilton Hotel from November 9-10.

This bi-annual show, organised by the Tanners' Council of America, is primarily geared to the shoe manufacturing industry and some 200 tanners and makers of allied shoe products displayed their range of products. As usual, new leathers and new versions of the old favourites were the centre of attraction.

Most buyers on this occasion were interested in items to round out the current season, even more than items for autumn 1972. Though it is logical to plan for that distant season, the short-term buying that has dominated the industry of late, dictates that anything promising as a style item be tried out quickly. For this reason some leathers intended for use a year from now were displayed at the Hilton.

Suedes again had a prominent place at the show, in kid, cowhide, and splits with new variations of prevailing colours. Grain leathers appeared in anilene, pigment and naked look finishes, and most side leather tanners promoted embossed prints to help sell low-grade leathers that are sometimes difficult to dispose of.

The British joint venture group, and other UK firms exhibiting independently, provided the only concentrated overseas challenge to US tanners, with an extensive display of quality leathers not only in suedes for flights of high fashion fantasy, but also leathers for more prosaic sports and industrial use, and for shoe and boot linings. Between the two extremes were interesting new ideas in leathers for handbags, gloves, shoes and other goods.

Guy Reaks, Director of the Leather Institute and leader of the British group, reported that results at the show had exceeded expectations, especially as the introduction by the US Government in August of a 10 per cent surcharge on imports, a readjustment of the dollar/sterling exchange rates, and the normal custom tariff rate was making it increasingly difficult for British tanners to compete in an always difficult American market. It was, therefore, most encouraging to be able to report that useful orders had been written by the British participants, most of whom are represented in the US, by agents or distributors.

The export efforts of British tanners tend to receive little publicity, but they do sell some £32 million of leather per annum to overseas customers, of which approximately 20 per cent or £6 million finds its way to the United States.

Minister to open Blackpool fair

SIR John Eden, Minister for Industry, will open the 23rd International Gifts Fair in Blackpool next year. The opening will take place at 10.30 am, on Monday, January 31 in the Opera House foyer of the Winter Gardens. It will be followed by a tour of the Fair and an official luncheon.

British Menswear Guild promotion in Beverly Hills

From the British Consulate-General, Los Angeles

'NORTH Rodeo Drive and the surrounding streets in Beverly Hills are the equal of any in the world in terms of the number and high quality of men's retail clothing outlets.' This considered view of Myron Ackerman, then (in June 1970) chairman of the British Menswear Guild, sowed the seed of the British Menswear Guild Promotion in Beverly Hills which took place from October 6-13. The promotion was highlighted by the visit of Princess Alexandra and Mr. Angus Ogilvy for whom a Hollywood-type charity ball, whose focal point was a fashion show displaying Guild members' clothes, was organised.

Nineteen Beverly Hills stores, ranging in size from small speciality shops to the men's clothing divisions of the large department stores, took part in the promotion. All had been subjected to a hard selling campaign by members of the British Menswear Guild both at their stores in Beverly Hills and also during their buying visits to Britain. The Guild estimated that this intensive effort produced well over £100,000 of extra buying of menswear by these stores in 1971. Members of the Guild whose clothing was featured in the promotion included D. Byford & Co. (Mr. A. V. Parker, managing director, is chairman of the Guild), Aquascutum, Braemar Knitwear, Church & Co., The Invertère Coat Co., Morlands, Chester Barrie (Mr. M. Ackerman was present to see his original concept come to fruition), Daks-Simpson, Michelsons and Allen Solly.

The opening of the promotion was signalled by a 12 strong procession of modern and vintage Rolls-Royces, with Princess Alexandra in the lead car, along the streets in Beverly Hills where the menswear stores were located. The procession ended at the Beverly Wilshire Hotel where the Princess and Mr. Ogilvy attended a reception, hosted by the Consul-General, Mr. A. A. E. Franklin in association with the British Menswear Guild, for all the retailers who had supported the promotion and members of the Beverly Hills City Council. During the reception Mr. A. V. Parker, chairman of the Guild, spoke briefly to express his members' delight that the Princess should honour the promotion and his appreciation of the co-operation received from the local retailers and from the Beverly Hills Civic Authority. The Mayor of Beverly Hills then presented the Princess with the key to the City in a delightfully informal ceremony.

'Sell out'

The evening saw the highspot of the promotion—a fashion show of Menswear Guild clothing incorporated in the charity ball attended by many leading Hollywood celebrities. The presence of the Princess at the ball ensured a 'sell-out' to the ultimate benefit of the infants' genetic research programme at the University of Southern California Medical Centre. The fashion show, organised by Mrs. Barbara Trister, the local public relations representative of the Menswear Guild, used the services of customers of the retailers as amateur models. Each retailer used up to three models each wearing the latest in Menswear Guild fashions. The models, who included such well-known Hollywood celebrities as movie producer Ross Hunter, actor Ricardo Montalban and Wimbledon favourite Tony Trabert, were enthusiastically received by the audience and a great deal of valuable publicity for the British clothing resulted in the local press.

Lord Rootes, chairman of CEUSA Committee of BNEC, and Lady Rootes, took part in all the opening day's events and Lord Rootes followed up with a personal tour of the stores later in the week. Everyone was also pleased that Mr. Michael Noble, Minister for Trade, was able to find time in his busy schedule to tour selected stores during his brief visit to Los Angeles on October 11.

In the last analysis the success of this promotion, as with all others of its type, must now depend on the members of the Guild at least maintaining the current sales level in future years.

A group of Danish business and trade press visitors on arrival at London Airport aboard the BEA Inaugural Trident III flight from Copenhagen on November 9. With momentum building up for next year's Trade Drive in Denmark, such visits will make an important contribution to Britain's export promotion efforts in Denmark.

The Rotascan retrieval systems exhibit at the New York Business Equipment Exposition was viewed here by David Greenhalgh, Rotascan, Bill Hansen, Systems Speciality Co., Rotascan, and Philip Goldman, Dislensers, Inc., Santa Barbara, California.

Joint venture display a success at Business Equipment Exposition

From the British Trade Development Office, New York

A GOOD location of over 3,000 square feet ... an attractive modular display unit ... and a group of enthusiastic British manufacturers. Together, these were enough to ensure a successful joint venture participation in the Business Equipment Exposition at the New York Coliseum from October 25-29.

Nine firms sponsored by the Business Equipment Trade Association (BETA) took part in the joint venture in conjunction with the Department of Trade and Industry. Five days later the majority opinion of the group was that participation had proved worthwhile. Many orders had been placed, plus an encouraging number of promising inquiries received. One firm reported selling their entire stock on display, while another had entered into detailed negotiations for the manufacture of their products in the US under licence.

Wide coverage

The Business Equipment Exposition, housed this year on two floors of the New York Coliseum, covered virtually the complete range of modern business equipment. from chairs to computers and from printing machines to postage meters. A series of informative meetings and lectures conducted by the American Production & Inventory Control Society, the National Retail Merchants Association, the Administrative Management Society were held in support of the equipment exhibits.

The 1972 exposition, which is scheduled from October 16-20, 1972, will move from New York to the rebuilt McCormick Place in Chicago.

Mr. Roy D'Urban of BETA expressed overall satisfaction with the joint venture exhibit and said he was considering seeking joint venture terms for both the next Business Equipment Exposition as well as for the National Office Products Association Show also due to be held at McCormick Place, Chicago, from August 12-15, 1972.

MISSIONS and TOURS

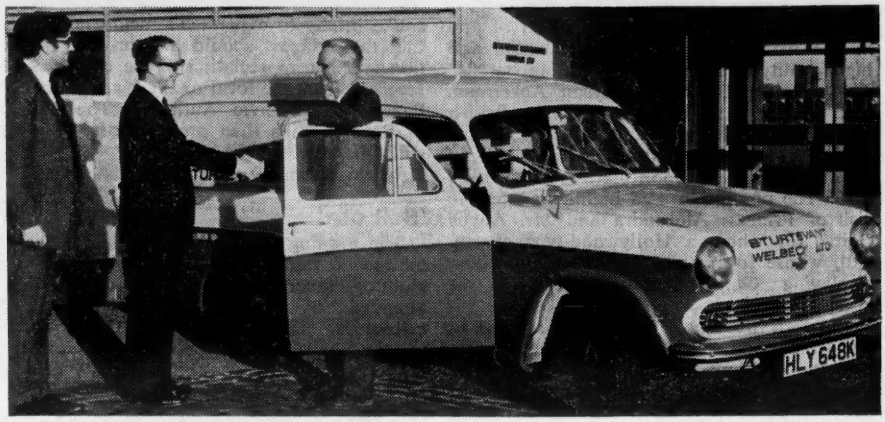
South African links

A THREE-WEEK export-chasing trade mission to South Africa is to be launched from Northern Ireland early in the New Year. Twelve companies—11 of them from Northern Ireland and one from England—are expected to take part in this the latest concerted effort by Northern Ireland manufacturers to consolidate and strengthen their well-established trading links with South Africa.

Mr. Robin Bailie, Northern Ireland Minister of Commerce, said: 'Never before has it been so vitally important for Northern Ireland to be seen flexing its industrial muscles. By good selling of good products we can demonstrate that we are continuing to win orders, fulfil them on time and at competitive prices.'

The companies taking part in the mission —planned to last for most of February— represent a broad cross-section of industry. The emphasis is on textiles, while other products represented will include carpet and carpet yarns, cutlery, surgical supports and appliances, and accessories for the leather goods industry and the car industry.

The mission—sponsored by the Northern Ireland Chamber of Commerce and Industry in co-operation with the Ministry of Commerce and supported by the British National Export Council—will be in Johannesburg from February 5-12, Capetown 12-19, Durban 19-23, and Johannesburg from 23-26.



Sturtevant Welbeck Ltd. of Brighton, Sussex, the recently formed subsidiary of Sturtevant Engineering Co. Ltd., announce a new drive to sell industrial suction equipment in Eastern Europe. Mr. L. M. Pazowski, Dip.Ing., Sturtevant's East European project consultant, and Mr. G. H. T. Andrews, sales representative left recently with a complete mobile demonstration unit containing the complete range of Sturtevant Welbeck suction equipment. Their destination was Poland where, in association with Timex, Sturtevant's agents in Poland, a series of demonstrations of the use of industrial vacuum cleaners had been arranged. In this picture Mr. M. J. D. Bown, chief executive, wishes them a safe and successful journey.

World tours

To promote increases in future levels of exports of Brook electric motors and control gear, Mr. K. P. Annas, general export manager of Brook Motors Ltd., a Hawker Siddeley Electric company, is undertaking a seven weeks world tour, first visiting Iran, Thailand, Singapore and Hong Kong.

From the Far East, Mr. Annas continues to Australia, visiting the five state capitals, before moving to New Zealand. The return journey will be via the Pacific, calling at Fiji and the west coast of the United States and including a visit to the head offices in Chicago of Brook Motor Corporation, the US subsidiary of Brook Motors Ltd.

South African project

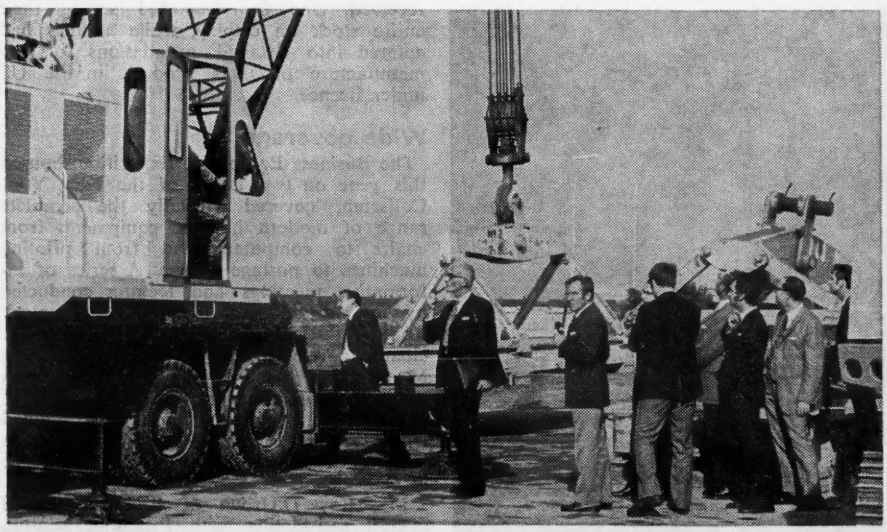
THE City of Westminster Chamber of Commerce proposes to sponsor a non-subsidised trade mission to South Africa for a period of approximately three weeks from February 12, 1972.

Although the primary purpose of the mission will be to sell British capital and consumer goods and services, participation will not be restricted to exporters but will be open to representatives of any firm concerned with South Africa trade. Any number of persons from the same organisations can take part and delegates may also be accompanied by friends and family members.

Visits will be made to Johannesburg, Durban and Cape Town.

Visit to Japan

MR. O. S. Anderson, international development manager of W. A. Baxter & Sons Ltd., Scottish food specialists, is visiting Japan from December 7 to 15 to survey market prospects.



Twenty journalists representing the national, construction industry and plant hire Press of Switzerland, Germany and the Netherlands, together with a number of customers from those countries, recently attended an open day at the Hull factory of Priestman Brothers Ltd. The visitors toured the crane and excavator manufacturing lines and inspected machines on the test bed. They later watched travel and digging demonstrations carried out by Mustang 90, 120 and 220 hydraulic excavators at a nearby quarry.

Pictured here (left) during his recent visit to the Plessey factory at Poole, is Mr. R. Bouafia, head of the Telecommunications Department of the Algerian Electricity Authority, Sonelgaz. With him is Mr. L. B. Russell, commercial engineer, Control and Indication, Plessey Traffic. They are discussing Plessey's large-scale remote control and telemetry system. While at Poole, Mr. Bouafia was able to see the progress achieved by Plessey engineers producing a Telecommand 3 system on order for Sonelgaz.

EXPORT ORDERS

$50,000 US contract

A development contract in the field of electron beam technology has been entrusted to Warren Point Ltd., Welwyn, Herts, by the Hamilton Standard Division of United Aircraft Corporation, Connecticut. The contract, worth $50,000, is the result of a considerable sales effort by Warren Point over the past 12 months, and was won against stiff opposition from a large American West Coast company already well established in this field.

Sales boom

Export sales of the Boiler-Vac vacuum cleaning unit, manufactured by Numatic Engineering Ltd., Yeovil, Som, reached a new 'high' in October with over 400 machines being delivered during the month to the company's French agents alone. Numatic's agents in Paris are in fact the principal overseas buyers for Boiler-Vac machines, but an almost equal market exists in Germany and demand is rapidly developing in Belgium and the other Benelux countries.

Unit for Uruguay

A 'Granpak' standard fertiliser granulation unit, developed recently by Fisons Ltd., has been selected by Sturtevant Engineering Company for a new fertiliser factory they are building for Fosfato Thomas of Montevideo, Uruguay. The new plant is based on the use of standard equipment and the design incorporates extensive know-how of fertiliser technology.

Commissioning will be carried out by Sturtevant and Fisons engineers early in 1972.

US contract for casting machine

The National Lead Company of the United States has awarded a £65,000 contract for a Sheppard magnesium casting machine to Harris-Economy Ltd., Marlow, Bucks.

Specially designed by Sheppard engineers, it is said to be the first machine of its kind to be supplied anywhere in the world for more than 20 years and reflects the growing international demand for magnesium.

Due for delivery in September from the company's Bridgend (Glam) factory, the caster produces ingots in several different sizes at rates up to 6 tons/hour.

Air-conditioning units for South Africa

Dominance of the South African air-conditioning market claimed by J. Samuel White & Co. Ltd.—the company accounts for more than 50 per cent of the market in packaged floor-standing console units—has been emphasised by the installation of over 300 units in a new luxury hotel.

Situated at Jan Smuts International Airport, Johannesburg, the new £1.5 million Holiday Inn was opened this summer by Mr. Herman Martins, South Africa's Deputy Minister of Transport. Being situated 5,000 ft. above sea level, the hotel experiences very warm weather and extremely cold spells, down to 10° of frost. Such climatic extremes call for air conditioning versatile enough to maintain comfortable conditions at all times.

Orders for castings

During the past year William Lee Malleable of Dronfield, near Sheffield, a member of the Engineering Division of the Tarmac Group, have exported 250,000 malleable iron castings to North America.

The castings were supplied to the agricultural industry and were delivered in a fully machined condition in readiness for immediate assembly by the customers.

In addition, the Dronfield company recently despatched orders to Brazil, Denmark and the Middle East. The company has also receive a repeat order for castings from a customer in West Germany.

Metering stations ordered

An £80,000 order has been won by Kent Instruments Ltd., through Kent Instruments (SA) Pty Ltd., Johannesburg, for five metering stations for the South African Railways petroleum products pipeline project. This contract, the third to be awarded to these member companies of the George Kent Group for this project, brings the total value of Kent equipment ordered for South African Railways to £130,000.

The equipment, to be manufactured at Kent Instruments' Stroud (Glos.) factory, consists of Pottermeter turbine flow meters (capable of measuring flows up to 18,500 galls/minute) and meter provers which verify the performance of the flow meter.

Oxide mill for Poland

A contract for the supply of further oxide milling and oxide handling equipment has been signed by Pol-Mot, the Foreign Trade Corporation representing the Polish battery industry, and Chloride Overseas Ltd., the international company in the Chloride Group.

The contract, worth £75,000, is for a type IV oxide mill, a new design of self-contained machine developed as a result of experience gained with previous models in service all over the world.

This new contract brings the total value of battery-making machinery and know-how supplied by Chloride to Pol-Mot to nearly £600,000. It follows a visit to Poland by a team of Chloride executives led by Sir Joseph Hunt, then deputy managing director of The Chloride Electrical Storage Co. Ltd., the Chloride Group parent company, some months ago, and subsequently a lot of hard negotiation.

Sales up 26 per cent

Export sales for Simplite and Spate pumps manufactured by William R. Selwood Ltd., Chandler's Ford, Hants, are currently running 26 per cent higher than the comparable period last year.

Recent orders have included one from South African distributors, Spate Pumps (SA) Ltd., for 50 pumps, and an order for 30 from Germany through Bau-und Industrietchnik GmbH. Other orders have recently been received from Mozambique and the Arabian Gulf.

Selwoods recently appointed as their distributors for the Republic of Ireland, Terra Plant Sales of Dublin, who have also placed an order for 4- and 6-in. Spate Pumps.

Executive twin-jet sale

British Aircraft Corporation announces that Mr. Robin Loh, chairman of the Robin group of companies of Singapore and Hong Kong, has taken delivery of a BAC One-Eleven 400 Executive twin-jet for use on wide-ranging business, executive and charter operations in South-East Asia.

Total BAC One-Eleven sales for corporate business and Government use now stand at 12, with nine operators—in the United States, West Germany, Australia, Brazil and now Singapore/Hong Kong. Well over 200 BAC One-Elevens of all types are now in service or on order throughout the world. BAC One-Elevens of more than 40 operators are currently serving destinations in over 60 countries.

Third computer system supplied

Yet another Ferranti military computer installation in the Netherlands has been successfully completed by the company's Digital Systems Division and handed over to the Laboratorium voor Elektronische Ontwilkkelingen voor de Krijgsmacht (LEOK) Laboratory for Electronic Development for the Armed Forces, near Leiden.

The new installation is the third Ferranti computer system to be supplied to LEOK, although it is the first incorporating a Ferranti FM. 1600B computer.

Order from Thailand

Sharples Photomechanics Ltd., Bamber Bridge, Preston, is to supply photoelastic analysis equipment to the Prince of Songkla University in Thailand. An order has been placed for a Sharples 6-in-diameter capacity polariscope with associated optional equipment. The polariscope ordered is a combination unit which can be utilised for a variety of photoelastic stress analysis investigations.

The order, placed by the Faculty of Engineering, is the second to be received by the company from an educational establishment in Thailand.

Latin American success

Linegear Ltd., Adderbury, near Banbury—a member of the Aberdare group—continue their success in the Latin American market with a further order for air brake isolators amounting to £183,000 and covering voltages of 161 kV and 115 kV. The order was placed by Comision Federal de Electricidad on behalf the Compania de Luz y Fuerza SA.

Plant installation in Japan

APV-Mitchell Ltd., Croydon, have developed and patented a process for producing pure fluosilicic acid from vapours given off during the vacuum concentration of phosphoric acid. This pure fluosilicic acid, containing less than 100 ppm of phosphoric acid, is then used to produce aluminium fluoride and cryolite, essential raw materials in the production of aluminium. This is claimed as a major breakthrough in using unwanted effluent for the production of valuable chemicals.

The first plant, consisting of two units, was installed in Japan in 1969/70 for Tohoku Hiroy KKK at Akita, giving highly satisfactory results.

The success of this plant has resulted in a further order being placed for Mitsubishi Chemical Industries for installation later this year. APV-Mitchell Ltd. supply the technical information and basic engineering, while the detailed engineering, procurement and construction is carried out in Japan.

12th plant for Japanese client

Power-Gas Ltd., a Davy-Ashmore company, has obtained a further order from the Tokyo Gas Company for a town gas production plant. Power-Gas will carry out the process engineering of the plant which, with a capacity of 1,360,000 Nm^3/day, will be the largest designed by the company for installation in Japan and one of the largest plants of its type in operation or on order in that country. Representing an investment of approximately £1.7 million, the plant will be completed for the winter of 1972.

The reformer, to be installed at the Toyosu Works of the Tokyo Gas Company, is the fifth unit to be designed by Power-Gas for this site, bringing the total of gas plants of this type designed by Power-Gas for this same client to 12 since 1963 when Power-Gas first introduced the ICI steam reforming process to Japan, and the total number of reformers in Japan to Power-Gas design is 25.

Tanks for Portugal

Whessoe Ltd. have secured a contract valued in excess of £60,000 from Walmsleys (Bury) Ltd. for the supply of the fabricated materials for 11 steel storage tanks associated with a paper mill complex to be built in Portugal. The tanks, of fixed-roof construction, range in diameter from 15 ft. up to 64 ft. and over 500 tons of steel to BS. 4360-43A will be used in their manufacture.

Fabrication will be undertaken at the Darlington Works and the steel will be shipped via Manchester to Portugal during the early part of the coming year.

Seychelles project

A £2.4 million contract has been awarded by the Government of Seychelles to Costain Civil Engineering Ltd. on the advice of the Government's consultants, the Crown Agents and Sir William Halcrow & Partners. This contract concerns the second stage of the redevelopment of the town and port of Victoria, the Seychelles capital, and will be supervised by Sir William Halcrow & Partners. It is being financed by development funds made available by the UK Overseas Development Administration.

The work comprises a 215-metre-long deep-water concrete quay supported on tubular steel piles and a 60-metre-long schooner berth of similar construction. A two-storey port terminal building with a simultaneous passenger-handling capacity of 200 persons is to be provided, as well as a number of steel-framed goods sheds and stores.

A new power station, sewerage works and roads and water and sewage services in the newly reclaimed area of Victoria are also included in the contract. Work is to begin immediately for completion by mid-1973.

Two heavy-duty, helical-spur geared motors, built by the Rotork Controls Group company, Electropower Gears Ltd., Aylesbury, to drive power station air preheater units, under construction by Davidson and Co. Ltd., Belfast. The gear motors pictured being prepared for despatch are part of a series being supplied by Electropower for power stations in New Zealand, Mexico and Malaya.

Orders exceed £1 million

Orders for electrical equipment worth nearly £400,000 have been won by Laurence Scott & Electromotors Ltd., Norwich. They include contracts for motors, control gear, and control systems for Terylene-producing plants in India, Poland and Turkey, for four large variable-speed AC motors for a Rand Water Board pumping station in South Africa, and six 4,000 hp boiler feed pump motors for Australia.

These new orders bring the total value of contracts gained over the past few weeks to well over £1 million. Most of these have been for overseas installation, and include electrical equipment for two large trawlers being built in Poland and three ice-breaker vessels for the USSR.

200th jetliner delivered

The 200th British Aircraft Corporation One-Eleven airliner was delivered on November 5. The aircraft is the third One-Eleven 500 for Philippine Air Lines.

Well over 200 BAC One-Elevens of all types have now been ordered worldwide and are worth, with spares, over £300 million. Two-thirds of these have been for export and are valued at over £200 million—of which about half have been for the United States and worth around $200 million.

£6 million South African order

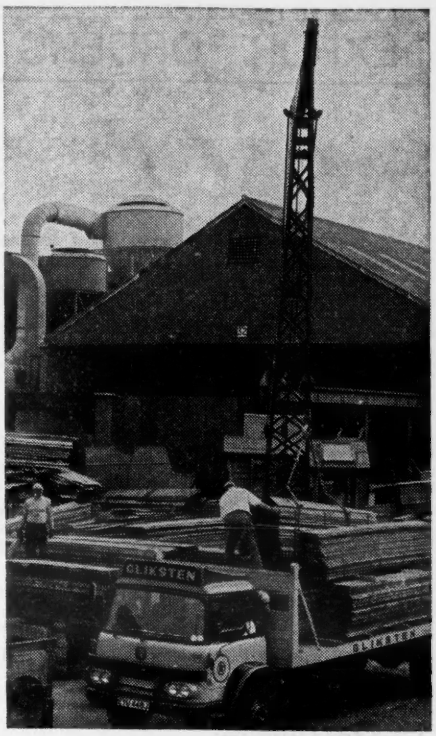
In one of Britain's biggest export contracts for oxygen plant to be announced this year, Air Products Ltd., New Malden, Surrey, have been awarded a £6 million contract to design, manufacture and erect four oxygen plants for the supply of oxygen to the Newcastle and Vanderbijlpark works of Iscor, the South African Iron and Steel Industrial Corporation.

The new contract brings the total value of oxygen plant exports won by APL in the past 12 months to a record £12 million.

Methanol plant in Latin America

Power-Gas Ltd., a Davy-Ashmore company, has been awarded a contract by Metanor SA —Metanol do Nordeste—for the basic engineering of the first low-pressure methanol plant in Latin America. The plant, which will be built at Camacari, in the state of Bahia, Brazil, will have an eventual capacity of 180 metric tons/day and represents an investment by the client of approximately $10 million. The contract for the plant was won in the face of strong competition from European and American contractors.

This is the seventh contract for plants to produce methanol based on the ICI low-pressure process that Power-Gas has been awarded in just three years. This total includes plants in Korea, Tawain, the United States, France and the Netherlands.



Gliksten Hardwoods Ltd. claim that, although they are one of the biggest importers into the UK of prime hardwoods, they and other Gliksten companies do much to strengthen Britain's balance of payments position through re-export pf processed materials. Picture shows part of a consignment of packaged fresh sawn Utile logs being loaded at Gliksten's Stratford headquarters, the first stage of its 2,600-mile journey to Malta where it will be used in joinery. As well as exporting afrormosia to the Middle East, sapele to New Zealand and British Honduras mahogany to Russia, Norway, Greece and Australia, the company have taken advantage of container services for quick shipments of iroko to Sweden within the past few months.

All-electric vehicles

A regular feature of Paris traffic is a battery-propelled electric vehicle which collects mail from and delivers it to the many departmental offices of Electricité de France —the equivalent of the Electricity Council in Britain. They demonstrate daily that electric vehicles are ideal for town work of this kind, but they had to come to England to find a suitable vehicle—to Market Harborough, Leics, where Harbilt electric trucks and vehicles are made. They chose the latest design of milk delivery vehicle and had a special van body built on it by Harbilt's agents in France, Societé Olcoven of Lyons.

The first all-electric ambulance, also from Harbilt, will soon be going into service at Avignon.

Swedish orders

A Tipton (Staffs) company, Teledictor Ltd., has won its first export order to Sweden. The company is supplying Bulten-Kanthal AB, of Hallstahammer, with a ferrous segregator automatic installation.

The Swedish company, which manufactures a wide range of nuts and bolts, saw the Teledictor system being used in a Birmingham factory to sort bolts into correct quality of steel, variations in length or changes in heat treatment or hardness.

Contract concluded

Overseas contracts for P. P. Payne's 'Elegant' process label machines are expected to reach £100,000 by early next year.

Following the recent £50,000 order from Japan, Payne announce that further contracts, totalling £40,000, are likely to be signed soon.

In the latest deal, worth initially £10,000, the firm's Labelling Products Division is to supply machines, raw materials and technical know-how to a Portuguese firm starting up label production. The deal includes one year's exclusive marketing rights for 'Elegant' labels in Portugal, to be extended with the purchase of more machines.

The contract was concluded within one month and, following the recent visit to Portugal of Mr. G. B. May, Payne's director of research, the machines will be fully operative by December.

Ingot moulds for Canada

British Steel Corporation of Renishaw, Sheffield, recently concluded their first overseas order of some 450 tons of ingot moulds. Bound for Canada, the last of the entire shipment began crossing the Atlantic in mid-November.

The destination of the moulds, 168 of them, is the Atlas Steel Company in Welland, Ontario. They were transported in 28 20-ft. open canvas-top containers by Dart Containerline.

Leather by air

A British tannery company, William Walker & Sons Ltd., Bolton, chartered a BOAC 707 freighter to fly 30 tons of leather from London to customers in the United States. The consignment was urgently required for mechanical and textile purposes by factories in a number of American cities.

Plant for Japan and Brazil

Orders totalling £450,000 have been won by Baker Perkins Ltd., Peterborough, for biscuit-making and bulk-handling plants to be installed in Japan and Brazil.

The plant for Japan has been ordered by Meiji Seika Kaisha, a leading manufacturer of biscuits, chocolate and confectionery, and will be installed at Takatsuki near Osaka. It is claimed to be the first 1.2-metre-wide biscuit plant to be installed in Japan and will consist of a rotary moulder, 250-ft.-long gas-fired oven and biscuit stacker.

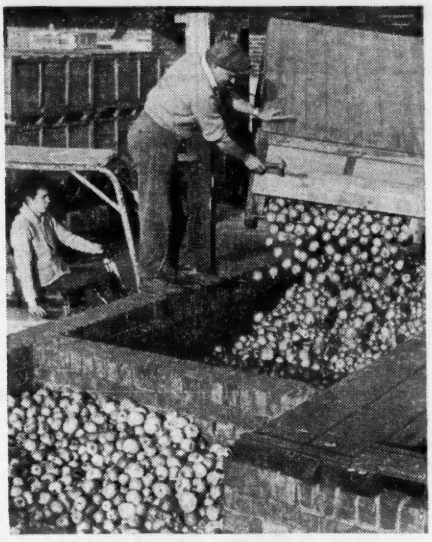
The Brazilian order is from Aguia Central SA, Salvador, and will be their first metre-wide plant. It is designed to produce cream crackers, cocktail and hard sweet biscuits and includes mixing, laminating and cutting machinery and a 250-ft.-long electric oven as well as cooling equipment and packing conveyors.

Increased holding

The Office of Public Works in the Republic of Ireland is to increase its holding of Hy-Mac excavators with an order for 14 580C crawler machines.

The OPW, which purchased its first Hy-Mac in March 1969, is the second state body in the Republic to place repeat orders this year. In April, Bord na Mona—the Irish Peat Development Authority—increased its Hy-Mac fleet to 26 machines with a further order for 10 580C's.

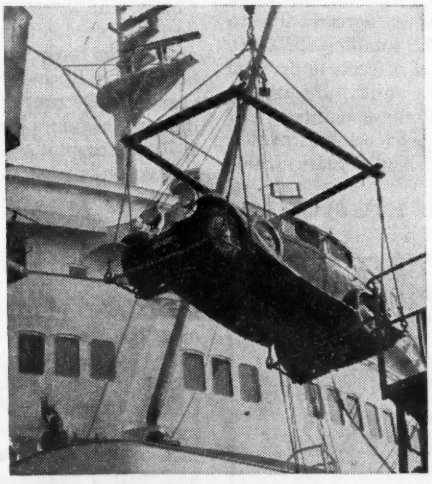
The machines are being supplied by J. H. Saville & Co. Ltd., Dublin, sole distributors in the Republic.



Apples at the Merrydown winery in Sussex cascade into storage bins, ready for washing and pressing. Merrydown wine and Martlet Health Food Products claim that in the last six months exports have accounted for over 16 per cent of Merrydown's sales. In the same period export sales rose 33 per cent over the equivalent period in 1970. A United States agency has recently ordered 100 cases of English wine worth about £1,000, the first order of its kind from that area. Over 60 countries take Merrydown and Martlet products.

Computer delivered to USSR

The first of the two ICL 1906A computers ordered from ICL by the Soviet Ministry of Foreign Trade for the Institute of High Energy Physics USSR was delivered recently. The total order for the Institute—located at Serpukhov, 200 km. south-west of Moscow—comprises two 1906As and three 1903As, together worth £5.3 million. All the 1903As have already been delivered. It is planned to ship the second 1906A in the summer of next year.



A vintage Rolls-Royce left the Port of London recently bound for Japan on board the Glenfallock. *The Rolls—a 1934 chassis with a 1935 Arthur Mulliner body—has been purchased by Mr. K. Watanabe, a Tokyo businessman and car enthusiast.*

The shipment was handled by Neale & Wilkinson Ltd., of the Constantine Shipping & Forwarding Division, London.

Airport lighting system

What is claimed as probably the most sophisticated airport navigational lighting system in the Middle East has recently been supplied by the Airfield Lighting Division of Thorn Lighting for the new £4.1 million Dubai International Airport.

Situated close to Oman, Dubai is, geographically, the centre of the busy east-west trade route between the Far East and the Mediterranean, and creation of the airport will facilitate an improved operation of the trade route.

The airport's one runway measures some 12,000 ft. in length—a length that places Dubai airport in the international bracket—and the Dubai Government has designed the airport so that it complies with International Category II standards of safety and air traffic control found at airports such as Heathrow–London and Kennedy–New York.

At Dubai, control of correct aircraft angle of descent is achieved by the Thorn Visual Approach Slope Indicator (VASI) system, situated at predetermined intervals along both perimeters of the runway. This system provides the pilot with a colour reference that indicates the plane's correct angle of descent—white/white for overshooting, red/red for undershooting, and red on white for correct descent.

In addition, approach lighting, runway edge, runway threshold, runway centre line and touchdown zone lights have been supplied by Thorn.

October orders exceed £200,000

Fielding & Platt Ltd., the Gloucester-based heavy hydraulic press manufacturer and member of the Redman Heenan International group of companies, negotiated during October new orders worth over £200,000. These comprised a 2,000-ton four-column pulldown press and three 400-ton concrete paving slab and kerb presses. The 2,000-ton press, weighing some 250 tons, will bend and form heavy steel plate used in the manufacture of large pressure vessels; it was ordered by Rauma-Repola Oy in Finland. The concrete paving slab and kerb presses were for customers in Canada and the United States.

The concrete presses will be shipped to arrive before the St. Lawrence Seaway is frozen over and closed this winter, but the press for Finland will not be delivered until the second half of 1972.

Fieldings have now sold close on 30 presses for the production of concrete products to North America and are continuing to open up new markets for this well-established range of equipment.

Valves ordered

Boving & Co. Ltd., London, have received two large butterfly valve contracts—total value approximately £400,000—one for Brazil and the other for New Zealand.

The Brazilian contract was placed by Companhia Metropolitana de Agua Sao Paulo for the Juquiri River scheme and comprises some 82 butterfly valves, while the second order, from the New Zealand Ministry of Works, covers four 102-in.-diameter penstock protection valves for the Tokaanu hydro-electric power project.

TV transmitter for S. Africa

Pye TVT Ltd. has received the first UHF colour television transmitter order from the South African Broadcasting Commission. Valued at £30,000, the order was placed with Philips Telecommunications, South Africa, Pye TVT's local agents.

TRADE INFORMATION

£10 million credit for Chilean steel development

THE Export Credits Guarantee Department has guaranteed a £10 million line of credit being made available by Lazard Brothers & Co. Limited to Compania de Acero del Pacifico SA (CAP), the Chilean Government owned steel company, for the purpose of purchasing from British manufacturers capital plant and machinery required for the further expansion of Chile's steel industry.

The financial agreement covering the credit was signed in London on November 16, by Mr. Flavian Levine, President of Compania de Acero del Pacifico SA and Mr. Hugo Kindersley on behalf of Lazard Brothers & Co. Limited, acting for a syndicate of London clearing and Scottish banks comprising Bank of Scotland, Barclays Bank, Clydesdale Bank, Coutts & Co., Lloyds Bank, Midland Bank, National Westminster Bank, The Royal Bank of Scotland and Williams & Glyn's Bank. The ECGD guarantee of this credit was signed by Mr. J. Gill, Assistant Secretary in the Export Credits Guarantee Department.

Under the terms of the agreement Head Wrightson Process Engineering Limited will act as management contractors and will arrange for CAP's orders to be placed with UK manufacturers. The contracts, for capital plant, equipment and associated services for the 1971 phase of the US $100 million development programme currently in progress to expand CAP's steelworks, iron ore mines and port facilities at Huachipato, will be placed over the next two years.

The credit will cover 90 per cent of the United Kingdom element of any individual contract at the fixed rate of interest agreed by the banks for ECGD-guaranteed medium-term business, currently 6½ per cent. The balance will be paid from the buyers' own resources on signature of contract. Provided that the loan is fully utilised repayment will be over a period of 10 years, the first falling due in October 1975.

United Kingdom aid to developing countries

THE GAMBIA: As part of pledged aid of an initial £2 million for the period 1971/72-1973/74 Britain has signed an agreement with The Gambia for a loan for the first year (1971/72) totalling £930,000. This money will help to finance a wide range of projects under The Gambia's development programme 1971/74 in agriculture, manufacture and construction, public utilities, communications and building in the sectors of education and government administration.

The loan is free of interest and is to be repaid over 25 years including an initial grace period of seven years.

CRE (reference CRE 22135/9) Ext. 3338

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In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

FRANCE AND USSR: The French *Moniteur du Commerce International* of November 1, announced that a 10 year Agreement on economic, technological and industrial co-operation between France and the USSR was signed in Paris on October 27, 1971. The Agreement covers a wide range of industrial co-operation in the field of raw materials and manufactured products, the development of scientific and technological contacts and the expansion of trade.

EDB Ext. 423/408/288

ITALY AND SWEDEN: A circular in the Italian *Informazioni per il Commercio Estero* of October 27 announced that, following the Decision of May 25 of the Council of the European Communities authorising the extension, the Trade Agreement between Italy and Sweden of December 18, 1961 has been totally renewed for a further year until October 31, 1972. Imports into Italy from Sweden falling under the tariff headings in the commodity list of the Italian Decree of June 16, 1970 will need a licence. A translation of the Decree may be seen on request as well as the Italian text of the Trade Agreement renewal.

EDB Ext. 466/467/488

ITALY AND SWITZERLAND: The Italian *Informazioni per il Commercio Estero* of October 27 announced that, following the decision of May 25 of the Council of the European Communities authorising the extension, the Trade Agreement of October 21, 1950 between Italy and Switzerland has been extended for a further year until October 21, 1972. Swiss imports into Italy falling under the tariff headings listed in the Italian Ministerial Decree of June 16, 1970 will require a licence. A translation of the Italian Decree may be seen on request as well as the Italian text of the Trade Agreement renewal.

EDB Ext. 466/467/482

INDIA AND PERU: A Trade and Economic Co-operation Agreement between India and Peru was signed in Lima on November 4, 1971, by the Peruvian Foreign Minister, Lieut.-Gen. Edgardo Mercado Jarrin, and the Indian Foreign Trade Minister, Shri L. N. Mishra. The Agreement provides for most favoured nation treatment and for the doubling of trade between the signatories in each of the next three years. India anticipates imports from Peru of non-ferrous metals and long staple cotton, while breaking new ground with exports to Peru of engineering goods, complete plant equipment and machinery, steel products and chemicals, in addition to traditional items such as jute manufactures, tea, etc. The signatories also envisage immediate high level consultations with a view to setting up joint ventures in the fields of manufacture of machinery, chemicals, woollen goods, etc. The Agreement will remain in force for a period of three years.

CRE Ext. 2288

TARIFF & TRADE NOTICES

European Communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of these Regulations may be seen on application.

Milk and milk products

Regulation (CEE) No. 2378/71 modifies Regulation (CEE) No. 2227/71 relating to the levying of an export duty for powdered skimmed milk. (*Journal Officiel* No. L247 dated November 6, 1971)

Sugar

Regulation (CEE) No. 2417/71 modifies Regulation (CEE) No. 1280/71 in so far as it concerns in particular, the standard amounts fixed by the above Regulation. (*Journal Officiel* No. L250 dated November 11, 1971)

Flax and hemp

Regulation (CEE) No. 2434/71 extends to December 15, 1971, the closing date in France and Italy for the application for aid in respect of flax and hemp for the 1971/72 marketing year. (*Journal Officiel* No. L251 dated November 12, 1971)

Fruit and vegetables

Regulation (CEE) No. 2437/71 modifies Regulation (CEE) No. 2349/71 of November 3, 1971, fixing the standard average values for the valuation of imported citrus fruits. (*Journal Officiel* No. L251 dated November 12, 1971)

Wines

Regulation (CEE) No. 2435/71 extends to August 31, 1972, the implementation of Regulation (CEE) No. 1022/70, establishing, for a transitional period, circulation certificates for certain wines. (*Journal Officiel* No. L251 dated November 12, 1971)

Regulation (CEE) No. 2436/71 relates to the second modification of Regulation (CEE) No. 2223/70 on the non-levying of a countervailing duty on imports of certain wines originating in and coming from third countries. (*Journal Officiel* No. L251 dated November 12, 1971)

Regulation (CEE) No. 2404/71 relates to the cancellation of private storage contracts for the A III type of table wine. (*Journal Officiel* No. L249 dated November 10, 1971)

EDB Ext. 7174/408

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated July 22, 1971, contained a notice about a number of Regulations relating to the opening of tariff preferences for certain products originating in developing countries. The *Journal Officiel des Communautés Européennes* No. L250 dated November 11, 1971, contains the texts of the following Regulations restoring with effect from November 14, 1971, the Common Customs Tariff duties applicable to certain products. The French texts of these Regulations may be seen on application.

Regulation (CEE) No. 2419/71 re-imposes the Common Customs Tariff duties on imports of wrought plates, sheets and strip of aluminium of a thickness not exceeding 0.20 millimetre, falling within EEC Common Customs Tariff heading 76.03, originating in Yugoslavia, so that they will no longer benefit from the tariff preferences specified in Regulation (CEE) No. 1309/71.

Regulation (CEE) No. 2420/71 re-imposes the Common Customs Tariff duties on imports of bed linen, table linen, toilet linen and kitchen linen, curtains and other furnishing articles falling within EEC Common Customs Tariff heading 62.02, originating in India, so that they will no longer benefit from the tariff preferences specified in Regulation (CEE) No. 1311/71.

Regulation (CEE) No. 2421/71 re-imposes the Common Customs Tariff duties on imports of certain textiles falling within EEC Common Customs Tariff headings 61.01 and ex 61.03 originating in developing countries benefiting from tariff preferences specified in Regulation (CEE) No. 1311/71.

Regulation (CEE) No. 2422/71 re-imposes the Common Customs Tariff duties on imports of certain textile products falling within EEC Common Customs Tariff headings 54.03, 59.04 and 56.05 A, originating in developing countries benefiting from tariff preferences specified in Regulation (CEE) No. 1313/71.

The *Journal Officiel des Communautés Européennes* No. L249 contains the text of Regulation (CEE) No. 2405/71 modifying the German text of Regulation (CEE) No. 1371/71 relating to the definition of origin for the application of the EEC preferential tariff rates to imports of certain products originating in developing countries.

EDB Ext. 7174/408

IMPORTS FROM NON-MEMBER COUNTRIES: The *Journaux Officiels des Communautés Européennes* No. L247 and L251 dated November 6, 1971 and November 12, 1971 respectively, contain the texts of the following Decisions:

(*continued on next page*)

The lists of Tariffs, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRIA

Finanz-Compass (Financial Directory of Austrian joint stock companies.) 1970 Edn. 1,440 pp. Price: £6.50.

Handels-Compass (Commercial Directory.) 1970 Edn. 2,380 pp. Price £5.50.
Industrie-Compass (Industrial Directory.) 1969 Edn. 3,150 pp. Price £5.50.

Personen-Compass (Leading personalities of Austria's joint stock and limited liability companies.) 1969 Edn. 890 pp. Price £5.50.

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EUROPEAN COMMUNITIES

continued

Decision 71/355/CEE authorises Italy to exclude from Community treatment primary cells and primary batteries, falling within heading 85.03 of the EEC Common Customs Tariff, originating in Japan and freely circulating in the other Member States.

Decision 71/356/CEE authorises Italy to exclude from Community treatment film in rolls, sensitised, unexposed, falling within heading 37.02 of the EEC Common Customs Tariff, originating in Japan and freely circulating in the other Member States.

Decision 71/358/CEE authorises Italy to exclude from Community treatment ball, roller or needle roller bearings, falling within heading 84.62 of the EEC Common Customs Tariff, originating in Japan and freely circulating in the other Member States.

Decision 71/367/CEE authorises France to exclude from Community treatment radio broadcasting receivers, whether or not combined with sound recorders or reproducers falling within EEC Common Customs Tariff heading 85.15A ex III, originating in Japan and freely circulating in the other Member States.

The French texts of these Decisions may be seen on application.

EDB Ext. 7174/408

COMMON COMMERCIAL POLICY — COMMUNITY IMPORTS: The texts of the following Regulations relating to the common system applicable to Community imports have been published in the *Journal Officiel des Communautés Européennes*. The French texts may be seen on application.

Regulation (CEE) No. 2384/71 relates to the inclusion of additional products in the list figuring at Annex I of Regulation (CEE) No. 1025/70 establishing a common system applicable to imports from third countries. (*Journal Officiel* No. L249 dated November 10, 1971)

Regulation (CEE) No. 2385/71 extends to additional imports the provisions of Regulation (CEE) No. 109/70 establishing a common system applicable to imports from State trading countries. (*Journal Officiel* No. L249 dated November 10, 1971)

Regulation (CEE) No. 2386/71 extends to additional imports the provisions of Regulation (CEE) No. 109/70 establishing a common system applicable to imports from State trading countries. (*Journal Officiel* No. L249 dated November 10, 1971)

Regulation (CEE) No. 2406/71 extends to additional imports the provisions of Regulation (CEE) No. 109/70 establishing a common system applicable to imports from State trading countries. (*Journal Officiel* No. L250 dated November 11, 1971)

Regulation (CEE) No. 2407/71 extends to additional imports the provisions of Regulation (CEE) No. 109/70 establishing a common system applicable to imports from State trading countries. (*Journal Officiel* No. L250 dated November 11, 1971)

EDB Ext. 7174/408

EEC/ISRAEL AGREEMENT: The *Journal Officiel des Communautés Européennes* No. L249 dated November 10, 1971, contains the text of EEC Regulation No. 2394/71 and Recommendation No. 1/71 of the joint Commission establishing for the customs sector the methods for administrative co-operation for the implementation of the Agreement between the EEC and Israel. The French texts of the Regulation and Recommendation may be seen on application.

EDB Ext. 7174/408

EEC/SPAIN AGREEMENT: The *Journal Officiel des Communautés Européennes* No. L249 dated November 10, 1971, contains the text of EEC Regulation No. 2393/71 and Recommendation No. 1/71 of the joint Commission establishing for the customs sector the methods of administrative co-operation for the implementation of the Agreement between the EEC and Spain. The French texts of the Regulation and Recommendation may be seen on application.

EDB Ext. 7174/408

EEC/ARGENTINE AGREEMENT: The *Journal Officiel des Communautés Européennes* No. L249 dated November 10, 1971, contains the text of EEC Regulation No. 2387/71 concluding a trade agreement between the European Economic Community and Argentina. The French text of this Agreement which will affect trade in certain of the products covered by the EEC Common Customs Tariff headings 02.01A (meat of bovine animals, horses, asses and mules) and 02.06A (horsemeat, salted, in brine or dried), may be seen on application.

EDB Ext. 7174/408

EEC/TUNISIA AGREEMENT: The *Journal Officiel des Communautés Européennes* No. L249 dated November 10, 1971, contains the text of EEC Regulation No. 2391/71 and Recommendation No. 1 of the Council of Association between the EEC and Tunisia establishing for customs purposes the methods of administrative co-operation for the implementation of the Association Agreement between the EEC and Tunisia. The French texts of the Regulation and Recommendation may be seen on application.

EDB Ext. 7174/408

EEC/MOROCCO AGREEMENT: The *Journal Officiel des Communuatés Européennes* No. L249 dated November 10, 1971, contains the text of EEC Regulation No. 2391/71 and Recommendation No. 1/69 of the Council of Association between the EEC and Morocco establishing the methods of administrative co-operation in the customs field for the implementation of the Association Agreement between the EEC and Morocco. The French texts of the Regulation and Recommendation may be seen on application.

EDB Ext. 7174/408

ASSOCIATION OF OVERSEAS COUNTRIES AND TERRITORIES OF THE EUROPEAN ECONOMIC COMMUNITY: The *Journal Officiel des Communautés Européennes* No. L243 dated October 29, 1971, contains the text of Decision 71/353/CEE modifying Decision 70/549/CEE dated September 29, 1970, relating to the Association of Overseas Countries and Territories of the European Economic Community. The French texts of both Decisions may be seen on application.

EDB Ext. 7174/408

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Belgium

VALUE ADDED TAX ON FERTILISERS: A Royal Decree of October 28, 1971, published in the *Moniteur Belge* of October 30, reduced the rate of value added tax on fertilisers (all products in ch. 31 of the Brussels Nomenclature) from 18 per cent to 6 per cent. The Decree came into effect on November 1, 1971.

EDB Ext. 288/408/7175 or 423

Greece

REDUCTION OF IMPORT DUTY ON CERTAIN RAW MATERIALS FROM EEC SOURCES: The Greek Ministry of Finance has announced a partial suspension of duty on items in Tariff Chapter 39 when imported from EEC countries. Products affected are those which are imported in the form of granules, flakes, lumps, powder, waste and scrap with a view to them being used as raw materials in the manufacture of products included in chapter 39. The duty on these products is as follows:

November 1, 1971-May 1, 1973	5.6 per cent
May 1, 1973-May 1, 1974	6.4 per cent

It has also been announced that polyvinyl chloride (B.N. 39.027C) was not included in this reduction of duty.

EDB Ext. 420/475

MEAT REGULATIONS: It has been reported from Athens that the Greek regulations on meat are not specified in each import permit obtained from the Greek authorities. Instead detailed specifications of the imported meat, specifying the fat content for boneless meat, are compulsorily entered on each import permit by the importer.

EDB Ext. 420/475

Turkey

IMPORTATION OF THENALIDINE PROHIBITED: The Turkish Ministry of Foreign Economic Relations has announced that Thenalidine (tariff number 29.35.59 in the Liberalised Import List No. I) may not be imported into Turkey due to its harmful effects on public health. No further information is available.

EDB Ext. 420/475

Jordan

CUSTOMS TARIFF: The duty on butter and Samneh (spiced boiled butter)—Tariff Nos 4/3 A and B—is now 100 fils per kg net (857 fils = £1 sterling). Prior to October 10, 1971 these goods were duty-free. No further information is available.

EDB Ext. 420/425

Iran

DEPOSIT REDUCTION ON CHEESE: The Iranian Ministry of Economy has announced that the deposit for registration for the import of ordinary white cheese under Iranian Tariff No. 26/A/1, has been reduced from 100 per cent to 15 per cent as from November 6, 1971, pending further notice. No further information is available.

EDB Ext. 420/475

Cameroon

IMPORTATION OF PORTABLE ELECTRIC LAMPS: The importation into Cameroon of portable electric lamps (tariff position 85-10-00) has been prohibited.

EDB Ext. 471/2/3, 462

Senegal

MODIFICATION OF TURNOVER TAX: The rate of the turnover tax on radio-receiving equipment has been changed from 25 per cent to 11.9 per cent. A new system of control is to be instituted and each receiver will have an identification number which will be noted on the invoices. No further details are available.

EDB Ext. 471/2/3, 462

Republic of South Africa

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List No. 540, published in the South African *Government Gazette* of November 12, contains an application to the Board of Trade and Industries for increase in duty on 1. table linen (including serviettes), woven from coloured yarn and classifiable under tariff subheading 62.02.40, from 20 per cent *ad valorem* (general) and 15 per cent *ad valorem* (mfn) to 50 per cent *ad valorem* or 50c per lb. 2. air compressors imported with or incorporating internal combustion compression ignition engines of certain descriptions, from 5 per cent *ad valorem* (general), 3 per cent (mfn) and free (UK) to 15 per cent (general), 13 per cent (mfn) and 10 per cent (UK).

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to **CRE Ext. 2274**

CUSTOMS TARIFF CHANGES: The following changes were notified in South African *Government Gazette* No. 3300 of October 29, 1971. The customs duty on citrus juices is increased from free to 25 per cent (General) and 20 per cent (M.F.N.). Tariff heading 20.07.

EDB Ext. 462, 471, 472 or 473

REBATES OF DUTY: The following alteration was notified in South African *Government Gazette* No. 3300 of October 29, 1971. Provision is made for a rebate of the full duty on goods of any description for use by the Uranium Enrichment Corporation of South Africa, Limited.

EDB Ext. 471, 472, 473 or 462

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Malawi

CUSTOMS TARIFF AMENDMENT: Malawi Government Notice No. 247 amends the Customs Tariff with effect from October 22 to the following extent:

Part III—Customs duties

(*a*) by substituting for the words 'Machine-tools for working metal or metallic carbides' which occur in column 2 of heading 84.45 the words 'Machine-tools for working metal or metal carbides';

(*b*) by substituting for all the material in column 2 in respect of heading 84.60 the following—

'Moulding boxes for metal foundry; moulds of a type used for metal (other than ingot moulds), for metal carbides, for glass, for mineral materials (for example, ceramic pastes, concrete or cement) or for rubber or artificial plastic materials';

(*c*) by substituting for Note 3 to Section XXII the following note—

'3. If goods, after admission duty-free under a heading specified in this Note, are subsequently disposed of, except for direct exportation, to a person not entitled to duty-free admission of such goods, the person so disposing of the goods shall forthwith provide the Controller with full details of such disposal and shall pay to the Controller any duty due and payable under the preceding Sections of this Part at the rates in force at the time of such disposal. The Controller may determine a value or remit a part of any specific duty payable in respect of any goods which are disposed of after use in Malawi. The provisions of this Note shall apply only to goods classified under—

(*a*) heading 100.02, disposed of unused;
(*b*) headings 100.03 and 100.04; and
(*c*) all headings of Chapter 101 except headings 101.07, 101.08, 101.09, 101.11, 101.13, 101.14, 101.15, 101.16, and 101.18';

(*d*) by substituting for all the material in column 2 in respect of heading 101.08, the following—

'Hospital, nursing home, clinic, surgery and dispensary instruments, apparatus, appliances and requisites including parts thereof and specialised furniture, for use in the diagnosis or treatment of diseases or infections of humans or animals by institutions or persons approved for the purpose by the Permanent Secretary to the Ministry of Health';

(*e*) by substituting for all the material in column 2 in respect of heading 101.09 the following—

'School stationery, instruments, apparatus, appliances and other tuitional requisites including specialised furniture for use in the classroom, workshop or laboratory but excluding athletic and sports goods, for tuitional purposes by educational institutions approved for the purpose by the Permanent Secretary to the Ministry of Education; subject to such conditions as the Controller may impose in respect of the disposal of articles made up from raw materials admitted under this heading';

(*f*) by deleting '101.17' where it occurs in column 2 of heading 102.04.

FOOTNOTE: Section XXII of the Malawi Customs tariff contains provisions for exemption or reduction of duties for goods for special uses (Chapter 100); goods for special uses subject to Ministerial limitation or conditions (Chapter 101) and miscellaneous goods (Chapter 102).

EDB Ext. 462, 471/2/3

Ceylon

RUPEE ALIGNED TO US DOLLAR: The Ceylon Government announced that, with effect from November 8, the Ceylon rupee would be delinked from the Pound sterling and aligned to the US dollar. The exchange rate of the rupee to the Pound is therefore changed; until further notice the following exchange rates are applicable to transactions by the Central Bank with the commercial banks:

Ceylon	Central Bank buying rates for telegraphic transfers	Central Bank selling rates for telegraphic transfers
Sterling (£100)		
Spot	Rs 1484 ¼	Rs 1485 ¾
Forward up to six months	21/32 of a rupee per month discount against spot	21/32 of a rupee per month premium against spot

The commercial banks' transactions will be linked to the Central Bank's rates, subject to premiums/discounts not exceeding 5 cents per £1 (buying), 2 cents per £1 (selling) for amounts up to and including £100, and 3 cents per £1 (buying), 1½ cents per £1 (selling) for transactions in excess of £100.

CRE Ext. 2278

CURFEW: It was announced on page 496 of *Trade and Industry* dated September 9, that the curfew had been relaxed in all areas, except the Western Province. On November 15, the curfew was relaxed in the Western Province of Ceylon also.

CRE Ext. 2278

People's Democratic Republic of Yemen

IMPORT REGULATIONS: A law recently published in PDRY requires certificates of origin for all imports into the country. In practice, however, the PDRY authorities at the moment are insisting on certificates only for manufactured goods (including foodstuffs). The certificate may be printed on the invoice or supplied separately and should be countersigned by the PDRY Embassy if the exporter is based in London, or by the local Chamber of Commerce if the exporter is outside London. The certificate should be submitted with the import licence application.

As regards pharmaceuticals, a 'certificate of free sale' from the Department of Health and Social Security, 14 Russell Square, London, WC1 (Tel. 01-636 6811, Ext. 151) is also required. These certificates need only be supplied once in respect of each item. The National Company for Home Trade, who will in future be making all import orders for pharmaceuticals, will take photocopies which they will submit with future import licence applications.

Imports into PDRY should now bear an indication of their country of origin. No further information is available.

EDB Ext. 420/475

Singapore

CUSTOMS DUTIES: Singapore Import & Export Control Notice No. 9/71 states that the Customs Duties Order 1969 should be amended as follows: tariff heading 662 451-9 should be amended to read 'Glazed wall tiles of ceramic material in square sizes of 3in × 3 in. and above.' This tariff heading carries a full and preferential customs duty of 25 per cent or 1½ cents each.

EDB Ext. 401/468/469

Australia

TARIFF CHANGES: Details are given below of changes made in the Australian Customs Tariff by Customs tariff proposals No. 22, 23, 24 (1971), which are consequent upon the Tariff Board inquiries as follows:

(*a*) No. 22 Diamond drilling machines, change effective from April 29, 1971.
(*b*) No. 23 Tracks for tractors, change effective from November 11, 1971.
(*c*) No. 24 Plastic products, change effective from August 24, 1971.

AMENDMENT OF PART II. OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1971

Tariff item	Goods	Rate of duty: General	Rate of duty: Preferential
(*a*) After paragraph 84.23.51 insert the following paragraph:			
84.23.52	— — Core barrel assemblies; reamer shells	7½%	Free
(*b*) 1. Omit sub-item 87.06.3.			
2. Omit sub-item 87.06.4, insert the following sub-items:			
87.06.4	— Track shoe assemblies, assembled or unassembled, for track laying tractors; parts, other than shoes, therefor; parts and accessories for goods of a kind falling within sub-item 87.01.9, not being goods falling within a preceding sub-item of this item	20%	10%
87.06.5	— Parts and accessories for goods of a kind falling within sub-item 87.01.2 or 87.01.3, not being goods falling within a preceding sub-item of this item; parts and accessories for fire-engines of a kind falling within sub-item 87.03.1	7½%	Free
(*c*) In sub-item 39.03.6 omit the words 'or of vulcanised fibre'.			

EDB Ext. 401/468/469

DEAR EDITOR . . .

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

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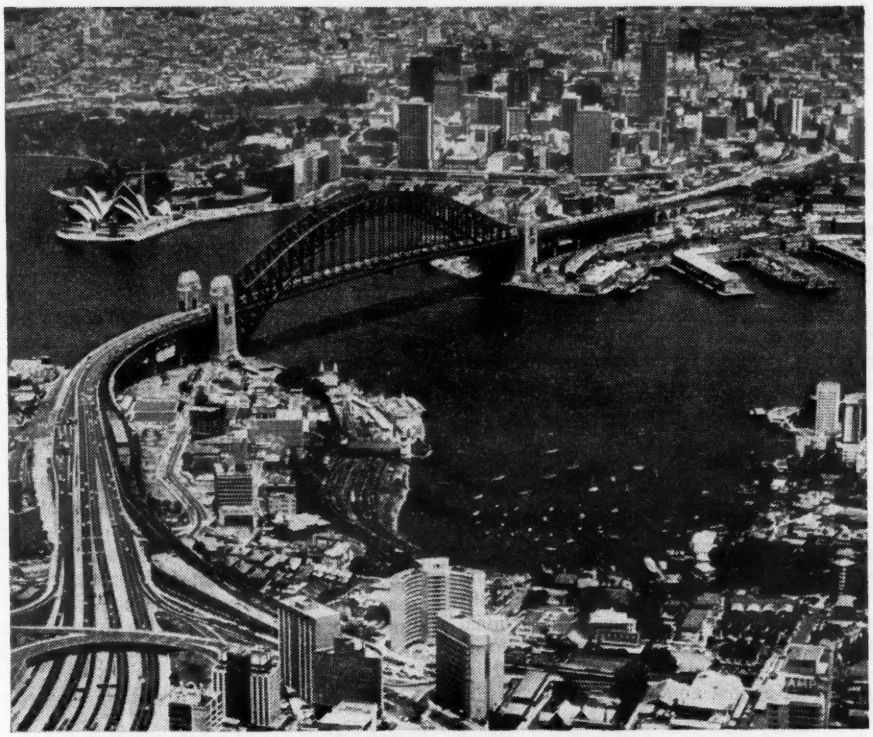

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New South Wales Government representatives will be visiting your area and will be pleased to discuss these matters with you. For further information contact the Agent General for New South Wales, 56 Strand, London, W.C.2.

New Zealand

CUSTOMS AMENDMENT ACT: The Department of Trade and Industry has been informed that the New Zealand Customs Amendment Act has been passed. This Act is mainly concerned with dumping duty and this Section came into force on October 22, 1971. The remaining Sections will be enforced on January 1, 1972.

EDB Ext. 401/468/469

CUSTOMS TARIFF CHANGES: The New Zealand Government has issued Customs Tariff Amendment Order No. 12, 1971 which came into force on November 5, 1971 amending certains items in the New Zealand Customs Tariff. The Chapter heading is 59.03.

EDB Ext. 401/468/469

TARIFF AND DEVELOPMENT BOARD REPORT: Copies of the following New Zealand Tariff and Development Board report have been received and are available from the Commercial Relations and Exports Division.

Tariff Item	Description
59.03	Bonded Fibre Fabrics etc.

CRE Ext. 2321

EMERGENCY PROTECTION AUTHORITY REPORT: Copies of the following New Zealand Emergency Protection Authority report have been received and are available from the Commercial Relations and Exports Division

Tariff Item	Description
48.07	Paper and Paperboard

CRE Ext. 2321

Honduras

ANALYSIS/REGISTRATION OF FOODSTUFFS: A notice published in the November 4 issue of *Trade and Industry* (Vol. 5, No. 5), gave the information that the Honduran authorities would not be able to complete the analysis/registration of all foodstuffs by October 25, and that they would, therefore, provide provisional import licences until analysis/registration had been satisfactorily carried out.

The Honduran authorities have now announced their decision to insist on analysis/registration of foodstuffs by November 30, 1971. British firms exporting to Honduras are, therefore, advised to present their samples as soon as possible.

EDB Ext. 474/476/7312

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Trinidad and Tobago

IMPORT LICENSING ARRANGEMENTS: The List of Exceptions to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following items: 051-07.031 Peanuts, salted or roasted. Group 631-632 Particle board; Plywood; Fibreboard; Wall elements for prefabricated buildings; Prefabricated doors; Semi-finished furniture parts; Cupboards; Shelving. 655-02 Hat bodies and hoods of wool-felt and fur-felt. 655-03 Hat bodies and hoods not elsewhere specified. 812-02 Pipe fittings (including traps) made of PVC and/or other plastic materials.

EDB Ext. 474/476/7312

Argentina

BAN ON IMPORTS AND INCREASE IN IMPORT DUTIES: A notice published in *Trade and Industry* of November 18 announced new Argentine laws 19326 and 19327 relating to Argentine imports. Copies of English translations of these laws are now available on request.

EDB Ext. 474, 476 or 7312

Peru

THE ANDEAN PACT AND FOREIGN INVESTMENT: Peruvian Decree Law No. 18999, which was published on October 20, abrogates all national laws which run counter to the Andean Pact's Decision 24 on the treatment of foreign capital, as modified in Decision 27 and ratified by Peruvian Decree Law No 18900 of June 30. (*Trade and Industry* of April 1 (page 5 and 6) and July 22 (page 150) refer). The main effect of the new Law is to cancel Articles 16-19 of Decree Law No. 18350, the General Industry Law, which stated that apart from exceptional cases wholly owned foreign companies must sign a contract with the State to reduce their holding, within a period to be defined in each case, to a maximum of one-third: mixed companies with foreign capital of no more than 75 per cent would have to reduce to a maximum of 49 per cent. Under the new Decree Law foreign companies will now only have to present to the State by December 31, 1971 a declaration of their direct foreign investment and reinvestments at June 30, 1971. In the same way contracts for the importation of technology, trade marks, patents and licences extent at June 1, 1971 must be declared by December 31, 1971 as a basis for the application of the Andean Group rules. One significant side-effect of this measure is that it will no longer be possible for foreign companies engaged in Peru in fishing for direct human consumption to receive the same treatment as companies set up with majority local capital.

CRE Ext. 2288

Panama

REMOVAL OF BRASSIERES FROM RESTRICTED IMPORTS LIST: Quota restrictions imposed earlier this year on brassieres of all colours and types (see *Trade and Industry*, Vol. 3, No. 8, of May 26, 1971), have now been removed.

EDB Ext. 474/476/7312

United States

FEDERAL TRADE COMMISSION GUIDE: A guide has been adopted by the FTC to encourage those who make 'Free' and similar offers in connection with the sale of a product or service, to comply voluntarily with the Federal Trade Commission Act. The guide becomes effective on December 16, 1971 and inquiries and requests for copies of it should be directed to the Division of Rules and Guides, Federal Trade Commission, Washington DC, 20580 (FR 10-11-71).

EDB Ext. 455/456/457

DECEPTIVE ADVERTISING: The Federal Trade Commission have conducted a proceeding for the amendment of the Trade Regulation Rule relating to the advertising of television picture sizes, and have now concluded that the amendment is in the public

(continued on page 444)

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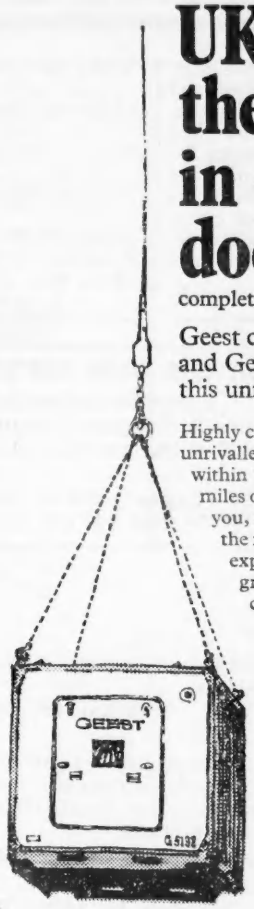

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UNITED STATES
continued

interest and should be adopted. The rule, as amended, becomes effective December 10, 1971 (FR 10-11-71).

EDB Ext. 455/456/457

TARIFF CLASSIFICATION: The Office of the Secretary of the US Treasury has announced that certain plastic fasteners formerly classified in item 774.60, Tariff Schedules of the United States, are to be reclassified under item 745.63 (F.R. 6-11-71).

EDB Ext. 455/456/457

DOCK STRIKES (Situation as at November 18, 1971): EAST COAST: all East Coast and Gulf Ports are closed with the exception, at present, of Georgetown and Charleston (South Carolina), Savannah (Georgia)), and Jacksonville and Tampa (Florida).

WEST COAST: all ports are working normally under the terms of a Taft-Hartley injunction—which expires on December 24.

CRE Ext. 3364

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Mr. W. A. L. Roberts, managing director of Manchester Liners (right) and Mr. John Eden, Air Canada director of cargo sales and services sign a document on board the containership, Manchester Concorde symbolising an interline agreement between Manchester Liners and Air Canada for the marketing and operating of Flying Fish sea/air cargo services. The agreement provides for the active marketing and operation by Manchester Liners and Air Canada of Flying Fish express cargo services, giving an intermediate service both in cost and speed between all-air and all-surface.

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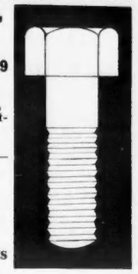

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